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A. S. BURLISON,
Postmaster General

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Carving the Masterpiece

492

A Few Who Helped to Win the War

French and Arab Soldiers

Painted by C. LE ROY BALDRIDGE at the Front



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C. Le Roy Baldridge
France 19.

The First Line

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How "Silent Simms" Became a Master of Speech

By MARTIN M. BYRON

"YOU are exasperating beyond words," shot out Mr. Worden. "Why didn't you keep Mr. Truesdale here? You knew I would be back in ten minutes."

Harry Simms gulped hard, and replied weakly, "I did try to keep him here, Mr. Worden, but he wouldn't stay."

"What? Wouldn't stay even ten minutes? Why you could have kept him that long without his realizing it. Why didn't you *talk* to him about the weather, about peace, about the price of potatoes, about *anything*?"

This wasn't the first calling down I had heard Simms get. He had been with the firm for eight years and had reached the point where he was as much a fixture around the office as the desk or the chairs. He was a slow-going, steady plugger, earning \$40 a week. He managed to keep busy in the Sales Department, keeping records of salesmen's reports. No one around the office seemed to notice him. He was so quiet that the only things that would start him talking were such momentous events as the beginning of the war or the end of the war. Even when his baby was born, Harry said only three words—"It's a boy."

It wasn't long before we nicknamed him "Silent Simms."

Yet the "Silent Simms" of two years ago is now our Sales Manager, regarded as one of the most brilliant men in our organization, getting an annual salary that runs close to five figures, and is slated for the vice-presidency!

How all this happened in so short a time makes one of the most remarkable stories of success I have ever heard. But let Harry tell the story as he told it to me when I asked him pointblank what sort of magic he used in transforming himself.

"Well," said Harry, "You remember when Mr. Truesdale came in that day and I could not hold him for ten minutes until the Chief got back. And when the Chief came back and found Truesdale gone, how he bawled me out? *That incident marked the turning point of my life.* I made up my mind that I was going to live down the nickname of 'Silent Simms' that had fastened itself upon me to a point where I hardly spoke to my wife. I was just afraid. I had almost forgotten how to use my tongue. Perhaps I got that way because every time I opened my mouth I 'put my foot in it.' I was always getting in wrong. I would give instructions and then have to spend twenty minutes trying to explain them. I would dictate a letter and then have to write five more to explain the first one. I would try to explain an idea to the Chief and would get so flustered that I couldn't make myself understood at all. In my social life I became almost a hermit. We never went out because I was like a sphinx among people. I was the best listener you ever saw and the *worst* talker."

"Well, when the Chief called me down that day it was the 'straw that broke the camel's back.' It was the most humiliating experience I ever went through. I had been with the firm 8 years—was getting \$40 a week—and was the office 'football.' I went home that night deter-

mined to learn how to talk convincingly, interestingly, and forcibly, so that I could hold people spellbound, not only for 10 minutes, but by the hour. No more of the silent stuff for me. I had no more idea of how to do it than I have of how to jump across the ocean, but I knew that I wanted to do it, and I knew that I would never get anywhere until I did do it. It took a shock to make me realize what it was that was holding me down to the grind of detail work, but when I finally realized why I was called 'Silent Simms,' I began to investigate all that had been written on the subject of talking. I did not want to become a public speaker—what I wanted was the ability to talk as a business asset. I bought numberless books on public speaking, but they all taught oratory, and were so complicated that I gave up almost in discouragement. I continued my search, however, and was rewarded a few weeks later by hearing about the work of Dr. Frederick Houk Law of New York University, who was conducting a course in business talking and public speaking.

"You may be sure that I lost no time in attending the lectures. I went after them as eagerly as a hungry wolf goes after food. To my great surprise and pleasure I grasped the secret of being a convincing talker—the secret I had needed all my life—almost in the first lesson.

"Almost at once I learned why I was afraid to stand up and talk to others. I learned how to talk to a number of people at the same time. I learned how to make people listen to every word I said. I learned how to say things interestingly, forcibly and convincingly. I learned how to listen while others talked. I learned how to say exactly what I meant. I learned when to be humorous with telling effect, and how to avoid being humorous at the wrong time.

"More important than these vital fundamentals were the actual examples of what things to say and when to say them to meet every condition. I found that there was a knack in making reports to my superiors. I found that there was a right and wrong way to make complaints, to answer complaints, to give estimates, to issue orders, to give opinions, to bring people around to my way of thinking without antagonizing them and about how to ask banks for a loan. Then, of course, there were also lessons on speaking before large audiences, advice on how to find material for talking and speaking, actual rules on how to talk to friends, to servants, and even to children.

"And the whole thing was so simple that in a single evening I learned the secrets that turned me into a very dynamo of ambition. I knew that I had at last found the road to Mastery of Speech. I began to apply the principles at once, and found that my words were electrifying people. I began to get things done. I began to put a new kind of ginger into my letters, into my memoranda, into my talks with customers, and with people in the office. In a little three minute talk with the Chief I nearly floored him with some ideas that had been in my mind for years, but which I had always been afraid to mention. It wasn't long before I was taken off my old desk and put at the city salesman's desk. You know how I made good. Seems almost like a dream now. Then, a short time later, I was given

Roger's job on the road, in the hardest territory we have. And when I began to break records there the Chief wired me to come back and gave me Morgan's job as the sales manager when Morgan was put in charge of the Seattle office.

"This great change came over me simply as a result of my having learned **how to talk**. I imagine there are thousands of others who are in the same boat in which I found myself and who could become big money-makers if they only learned the secret of being a convincing talker."

When Harry Simms finished, I asked him if I could not have the benefit of Dr. Law's Course and he told me that only recently Dr. Law had prepared a complete course in printed form which contained exactly the same instructions as he had given in his lectures. I sent for it and found it to be exactly as he stated. After studying the eight simple lessons I began to realize that Simms's success was the natural outcome of real ability to talk. For my own success with the Course has been as great as his. I can never thank Simms enough for telling me about Dr. Law's Course in Business Talking and Public Speaking.

SEND NO MONEY

So confident is The Independent Corporation, publishers of "Mastery of Speech," Dr. Law's Course in Business Talking and Public Speaking, that once you have an opportunity to see in your own home how you can, in one hour, learn the secret of speaking and how you can apply the principles of effective speech under all conditions, that they are willing to send you the Course on free examination.

Don't send any money. Merely mail the coupon or write a letter and the complete course will be sent, all charges prepaid, at once. If you are not entirely satisfied send it back any time within five days after you receive it and you will owe nothing.

On the other hand, if you are as pleased as are the thousands of other men and women who have used the Course, send only \$5 in full payment. You take no risk and you have everything to gain, so mail the coupon now before this remarkable offer is withdrawn.

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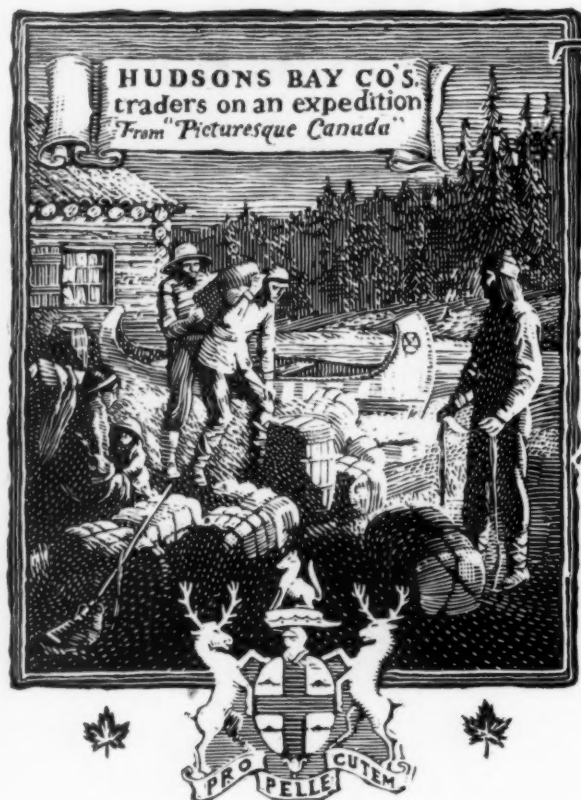
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Leslie's Illustrated Weekly Newspaper

JOHN A. SLEICHER,
Editor-in-Chief

CONKLIN MANN, Managing Editor

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As we look out across the world today, it is as though we looked across a wild and heaving sea of storm and chaos. The landmarks that yesterday stood serene today are engulfed by the waves and tempest. Prussia, yesterday the land of Draconian order, today is a seething maelstrom of rebellion. The Dual Monarchy has collapsed like a house of cards. The vast empire of Russia has crashed into chaos.

Today, as we look out across that vast and heaving tumult, there is one rock that stands amid the tempest, serene, inviolate and unmoved—that rock is Britain. That Tight Little Isle of a thousand years and a thousand memories stands at the summit of her history, crowned by victory in the greatest struggle of mankind. Ruling a quarter of the globe, and including under the aegis of her flag a third of the entire human race, Britain represents today the strongest and most liberal empire that the world has ever seen. She has survived from this war, and from all her age-long struggle not by chance, but by the power of law. That nation stands today unconquered because she is founded upon principles more enduring than the rocky shores on which her island kingdom rests.

The nihilist, the anarchist, the Bolshevik and the internationalist, all alike, boast of their breadth, their toleration and of their catholicity. But they are all alike so broad that they stand for nothing. The British, narrow and firm in the right, remain when the broad ones who stand for nothing are not even a memory.

Beyond the valor of her soldiers, the vigilance of her sailors, the sagacity of her statesmen, Britain depends upon the power of law for her defense. Germany, crying out "Necessity knows no law," is swept into ruin, while Britain, standing by that law, remains.

When the American colonies fought the mother country, they fought to teach her her own basic principle of justice, which her pig-headed German king had forgotten.

William Pitt said, when the American colonies revolted: "I rejoice that America has resisted. . . . If ever this nation should have a tyrant for a king, six millions of freemen so dead to all the feelings of liberty as voluntarily to submit to be slaves would be fit instruments to make slaves of the rest."

Among the champions of American liberty, we must not forget to include with such as Patrick Henry, Pitt, and Burke, and Fox, in the British House of Commons.

The schism of Britain and America was merely a political parting; underneath the two great peoples the same spirit remained. When the time came for the ratification of the Treaty of Versailles in 1783, Britain sent as a commissioner to treat with Benjamin Franklin Richard Oswald, a man who had staked all his private wealth on the fortunes of the rebellious colonies. Europe looked on aghast, and exclaimed, "It is not logical." No, it was not logical, but it was human. Benjamin Franklin and Richard Oswald, arranging the Treaty of Versailles, was not a meeting of enemies, even though their countries had fought; it was the Old Gray Mother and her daughter joining hands again.

In 1812 another unfortunate war arose between England and America. At that time England was

Britain—the Empire of Law

By ARTHUR HUNT CHUTE

standing, as she was a century later, between a tyrant and the world. In the latter day it was the Empire of Germany; a century ago it was Napoleon. Britain was fighting with her back to the wall. Every seaman was needed to man the British fleet. There were many deserters. Britain was forced to search American ships for these deserters. Friction followed. Americans often forget today that Britain, in desperate straits, was searching her ships for men with which to free the world from the autocracy of Napoleon.

States. But, thank God, such thoughts were beneath a decent Englishman. Someone suggested to the Iron Duke that he could now thrash America, but instead peace was made. Later, in 1822, at the Congress of Verona, when the Holy Alliance planned to reorganize the revolted Spanish colonies, and thus set up autocracy again in America, the Duke of Wellington replied to these schemes by announcing that America had just as much right to her boundaries as we had to ours, and with that, to show his disgust, he took his hat and strode out of the convention.

Englishmen, who sometimes today talk of the Monroe Doctrine as something invented by the Americans against them, must be reminded that the Monroe Doctrine was initiated not by an American, but by an Englishman. It had its inception with George Channing, the British Foreign Minister, who told the American Minister of the plans of the Holy Alliance to attack democracy in America, and assured them of the support of the British fleet for free institutions across the Atlantic. Ever since then the British fleet has been the bulwark of the Monroe Doctrine.

On the occasion of inaugurating the Monroe Doctrine, Thomas Jefferson, in a letter to President Monroe, said: "With her (Great Britain) we should most sedulously cherish cordial friendship, and nothing would tend more to knit our affection than to be fighting once more side by side in the same cause." Thomas Jefferson's prophecy of a century ago has been realized today and Britain and America have stood together in a league of endurance and sacrifice for the hope of the world.

Senator Wolcott, of Colorado, said once in the American Senate, referring to England: "When I see that little island, standing alone and unafraid against the world in arms, I thank God that the blood of that nation flows in my veins." Deep down underneath every American of English blood has felt his heart glow with that same sentiment.

We are still too close to the mighty mountain of British effort to realize its significance. Time only can give us perspective, to grasp the vast effect of Britain in the war, to know that without her democracy could not have triumphed. August, 1914, seemed to Germany to be England's fateful hour. Everywhere throughout the empire there appeared discord, and the elements of disintegration. There was the prospect of civil war in Ireland, labor troubles in England and Africa, India was seething with discontent. The whole empire seemed about to fall asunder. Then came the war, and the vast empire, seemingly so loosely joined, was suddenly welded with bonds of iron. The Ulster armies of the Covenant and the Irish Nationals rushed alike to serve the common flag. The Boers, enemies of Britain in 1900, were the first to rush to her defense in 1914.

The day that the British khaki first appeared upon the fields of France, that day the Kaiser's fate was sealed. If William II had read history aright, he would have seen that the rock of Britain was strewn

Continued on page 243

Comrades of the Mist

*The mist and the night can blot away
The tangle of things that perplex the day.
And the big essentials stand out stark
For everything else is lost in the dark.*

*The sheer essentials bulk out clear,
In shapes of confidence or of fear,
Silhouetted against the infinities
Of the night and the mist and the lonely seas.*

*The thundering, sundering seas have brought
High souls together,—heroes who fought
Under the compass of the same star,
Through the weltering chaos of this war.*

*The land has made comrades in trench and field,
Of men who flung out their lives as a shield
To protect the weak oppressed by the strong,
And vindicate right that was menaced by wrong.*

*Things of the land can be talked of; but we,
Of the mist and the night and the mystic sea,
Have seen a vision deeper than speech,
On horizons broader than words can reach.*

*We've seen Britain's fleet riding side by side
With America's fleet on every tide,
Constant as stars in their steady patrol
Of the seven wide seas from pole to pole.*

*Silently watchful, united they've stood,
Bound by a duty that's deeper than blood,
Deeper than things that men can doubt,
Deeper than bonds that men argue about.*

*That's the essential that bulks out sheer,
When the mist and the night have swallowed the gear
Of perplexing words, like the rigging of fear.
That vision will stand though all else disappear!*

*That vision is one of the eternities
Standing out of the mist on the Seven Seas;
For the Stars and Stripes and the Union Jack
Advance, fight and sink;—but they never go back!*

LOUIS K. ANSPACHER.

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EDITORIAL

"Stand by the Flag:—In God We Trust"

Labor in Politics.

WHILE President Gompers of the American Federation of Labor has gone to the International Labor Conference at Paris to work for the separation of the labor movement from political parties, delegates have met in forty-five American cities to launch an American labor party. At the New York convention a bombshell was thrown into the meeting by a delegate attacking the "bureaucratic method" of appointing committees. "To my personal knowledge," said James A. De Bell of the Cigar Makers' Union, "this is about the twentieth time that New York labor has tried to start a political party, and it has always been captured by some crafty, slick traitor."

The workingman is waking up to the fact that he has been exploited by a few radical leaders for their own personal ends. Further evidence of this is found in the General Electric strike at Schenectady. "How long," asks Byron H. Parkhurst of the Drop Forgers' Union, "will we walk the streets, run in debt for all we have saved, just for the pomp and glory of a few would-be Socialist leaders?" A. W. Tucker, another dissatisfied striker, as reported in the local press, declared, "The idea of a strike at this time certainly originated in the minds of a few of our radical leaders, and was not the spontaneous and unanimous desire of the majority of the workers."

Charles M. Schwab says that labor should organize, but that "the organization and control of labor in individual plants and manufactories ought to be made representative of the people in those plants who know conditions; that they ought not to be controlled by somebody from Kamchatka who knows nothing about what the conditions are." It is the radical agitators from the outside, on the testimony of the workers themselves, who cause nine-tenths of all strikes. The General Electric strike, costing the workers \$500,000 a day, was the result of such outside interference.

There are two sensible remedies. One is to have laws to prevent the calling of strikes till certain clearly defined efforts at conciliation have been made, so that the interests of the public will not suffer, as they always do from strikes and lockouts. Canada has such a law, which has worked satisfactorily. The other remedy is to make a strike vote a secret ballot under the direct supervision of public officials, as in the case of a public election. This will eliminate the element of intimidation in a packed meeting and more than any other thing will deprive the radical agitator of his sway over the sober-minded workmen.

How to Float the Victory Loan

HERE is revealed the factor that will make certain the ready absorption of the new Victory Loan in April. The war is over, and patriotic zeal has naturally somewhat abated, but the American people are not altogether selfish. If the bonds shall be given just enough of the investment quality to keep them from declining below par, they will be subscribed for eagerly by the public. Secretary Glass disclosed openness of mind in promising to discuss the loan with the bankers and to profit by their advice. Out of the conference there will doubtless issue a sensible compromise. The bankers can be depended on, in the future, as in the past, in the words of the Secretary, "to uphold the hands of the Government."

The cost of floating about \$18,000,000,000 of Liberty bonds so far issued reaches the large aggregate of \$30,000,000. Of this sum, only a relatively small proportion was spent for engraving, paper and print. The chief expense was due to the official schemes for advertising the loans. No money for this purpose was paid to the newspapers and other periodicals. They patriotically devoted countless pages of valuable space to pushing the loans and made no charge. The Government could have saved the main part of the outlay in promoting the loans. It could have followed the example of shrewd and successful business men in Canada, where the war loans were advertised in the columns of reputable publications at regular rates and easily subscribed.

Even though it had paid at a liberal rate for such advertisements these would have proved less costly and more effective than the multifarious expedients which were resorted to. Among these were posters, pamphlets, folders, hand-bills, cards, auto markers, placards, pasters, Liberty Bell hangers, inserts, lantern slides, motion pictures, novelties, rubber stamps, Kaiser collars, armbands, billboard signs, foreign language appeals, electric signs, tickers, theater programs, transparency covers, window

No Privileged Class

By THE HON. JAMES M. BECK

WE should enter into a great campaign of education to teach the manual toiler that we are all in the same boat, that he suffers worst from class antagonism, and that his material happiness depends not upon the artificial restoration of production, but its increase. We must teach him this elementary fact in political economy that his happiness depends not so much upon the amount of his wages as their purchasing power and that the latter is measured by the quantity produced. We must so govern that there is no privileged class in the nation and that all, capitalist and manual toiler alike, are but the different parts of an orchestra and that only by playing together as good musicians can the symphony of progress be played.

hangers and window displays. The fuss and litter connected with all this were immense. Could a great nation have done anything more undignified than to stoop to these catch-dollar devices which were an extravagance and a waste? Moreover, the appeals were so numerous and so ineffectual that their effect was largely deadened.

Confession

WHEN the proletariat took charge of Russian industries, increasing wages to unheard-of proportions, shortening hours and adopting other regulations contrary to fundamental economic principles, every sane business man the world over knew Russian industry was doomed.

As long ago as last December reports came from Russia showing that the socialization of industry was a complete failure. During 1918 the Government advanced more than 1,000,000,000 rubles to factories under its control to cover deficits. Technical experts expressed the opinion that the Bolsheviks had crippled the nation's industries for many years to come. It took but a little longer for Bolshevism itself to acknowledge failure.

In a recent speech to the Central Moscow Soviet, Trotsky confessed the economic system of Bolshevik communism was bankrupt, especially in relation to industrial production, finance and the food question. He also declared the time had come to invite the excluded experts of "the middle class" to cooperate with them, although it is the middle class and all other holders of property that the Bolsheviks want to wipe off the face of the earth.

There ought to be sufficient warning in this picture of Bolshevik injustice and bankruptcy for all the agitators and Socialists who are crying down the existing economic order in this country, and demanding that they shall try here the experiment which has been such a ghastly failure in Russia.

The Plain People

THE New York Times, an ardent supporter of President Wilson and his policies, calls attention to the danger of misunderstanding arising from the President's frequent use of the expression the "plain people," as though the plain people were something apart from the Governments which represent them.

For example, in proposing the League of Nations at the peace conference, Mr. Wilson said that "the select classes of mankind are no longer the governors of mankind; the fortunes of mankind are now in the hands of the plain people of the whole world." As the Times suggests, this "can only be justified in taking it in connection with the President's condemnation in the same address of a small coterie of civil rulers and military staffs" as the authors of the war.

In the United States and every other democratic country government springs from the "plain people," and representatives are responsible to the "plain people" for the way they use their power. As the Times also points out, there are always "select classes of mankind" among the "plain people" and Mr. Wilson himself is a shining example of such leadership.

Some detect a slight tendency on the part of the President to "play to the galleries," in speaking so often of the "plain people" of the whole world.

The Plain Truth

ITALY! Considering its wealth and resources, no nation made greater sacrifices in the war than Italy. As Charles Evans Hughes declared at a meeting under the auspices of the Italy-America Society, to pay tribute to Italy's part in the war, "No nation save France was exposed to greater danger than that which Italy faced in making her decision." When the whole weight of Austria was thrown against her Italy did not flinch. The achievements of the two Italian naval officers who worked their way through mine fields and past entanglements into the harbor of Pola and destroyed an Austrian dreadnought is one of the most thrilling episodes of a war filled with heroic deeds. Italy's contribution to naval construction and her achievements in the air entitle her to great praise. Millions of Italians have come to America, as a land of opportunity, and in the war thousands of them served valiantly under the Stars and Stripes.

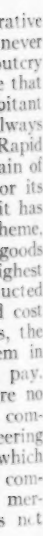
TRADE! American business men were amazed a few weeks ago when Secretary of Commerce Redfield declared that American business should hold back during the reconstruction period in Europe and allow our allies to reestablish their industries and commerce. The Redfield idea awakened favorable response in France, however, and the Paris dispatches indicate great concern there over America's impatience to "return to business." It is feared that an aggressive policy by American manufacturers and business men will mean the exploitation of weak and bankrupt Europe. There is not the slightest danger of the American business man adopting ruthless commercial methods in export trade, but it is only natural that business, which has expanded its operations at great expense in time of war, should try to keep its just share of world trade. We have over a hundred million people who must be kept busy and whose needs must be supplied. "Live and let live" is a good motto only when it operates both ways. Secretary Redfield is more popular in France than in the United States. "There is a reason."

IMMIGRATION! Alarmed at the prospect of a flood-tide of European immigration after the peace treaty has been signed, the American Federation of Labor wants Congress to prohibit immigration for a period of years. When it is recalled that the annual rate of immigration in recent years was almost as large as the rate at which our army in France will be returned, is this alarm justified? During the war immigration dropped off entirely, so that we are now behind some three or four millions. George N. Barnes, labor representative of the British Peace Delegation, says that European labor is strongly opposed to the measure proposed by the American Federation of Labor. One argument in favor of such restrictive legislation would be the temporary solution of the Japanese problem, in putting the Japanese upon the same platform of exclusion with other peoples. The decision in the matter should not rest, however, upon its bearing upon Japan or the attitude of European labor to such restriction, but primarily upon what is best for American labor and the expansion of American industry.

FAILURE! It is a curious fact that while cooperative stores flourish in some countries, they have never succeeded here. When one considers the constant outcry against the grocer and butcher, it is rather strange that cooperative efforts, directed against the exorbitant charges of the corner grocery and meat shop have always failed. In March of 1916 the Interborough Rapid Transit Company of New York City started a chain of cooperative stores to lower the cost of living for its employees. After less than two years' experience it has been compelled to acknowledge failure of the scheme, and to auction off to the highest bidder stocks of goods to the value of \$150,000. The stores sold the highest grade of foodstuffs, and although they conducted demonstrations showing quality was superior and cost less than for similar lines of goods at local stores, the employees couldn't be induced to patronize them in sufficient numbers to make the cooperative effort pay. Among the reasons assigned for their failure were no credit and no free delivery. Possibly, also, their competitors started a story that the company was profiteering at the expense of its employees, the untruth of which would have been immediately apparent upon a comparison of prices. Experiments in cooperative merchandising show that the American public does not warm up to the idea.

Under proposed new Constitution Germany is to be divided into several federated republics. All Germans are to have the same rights before the law, and all privileges of birth are abolished. The head of the government is to be a President elected by universal popular suffrage. The Chancellor, appointed by the President,

is to be responsible to the legislative chamber, which is to have power of dismissal. A comparison of this map with a map of the German Empire shows that many duchies and small states are to be absorbed by the larger states, while Prussia is greatly reduced in size. Portions marked A and B represent undetermined territory.



The Last Days of Fighting

Photographs by LIEUTENANT EDWIN RALPH ESTEP, U. S. A. Signal Corps, photographic section, killed in action November 7, at Sedan. Lieutenant Estep's articles and photographs, as a LESLIE'S War Correspondent, were among the features of the paper prior to his entrance into the service. These, taken during his last days, are credited to him by courtesy of the U. S. Signal Corps and copyrighted by the Committee on Public Information.



Major Charles L. Sweeney, West Point graduate, millionaire, enlisted in the Foreign Legion in 1914 and won the Croix de Guerre before transferring to the U. S. service. A great fighter, resourceful and pressing.



Colonel F. B. Terrell, machine-gun officer 6th Division, reconnaissance officer for the First Corps, looking into a house for boches, at Boulton-aux-Bois, Ardenness.

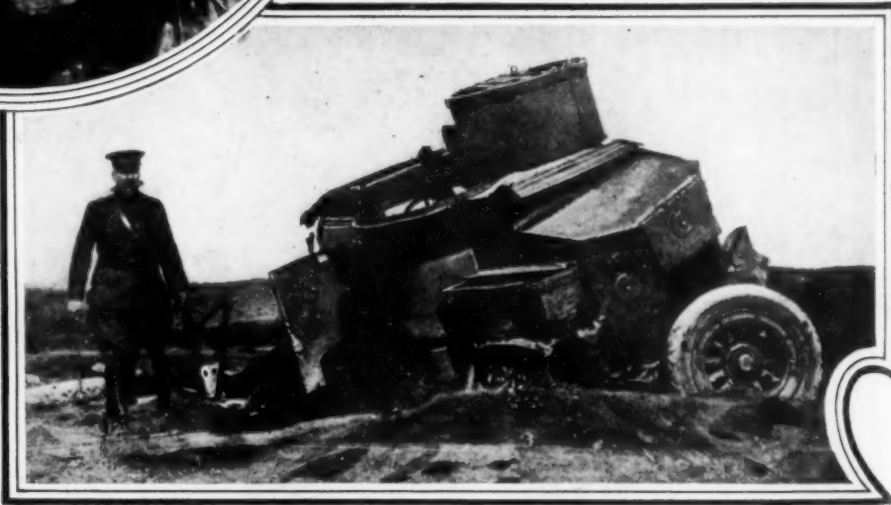


A lieutenant of the S. O. S. who didn't know that Major Charles L. Sweeney, 318th Infantry, 80th Division, was about to take Farm d'Isly from the Germans, took a motorcycle trip on the wrong road to Sommauthe. He was plucky, however, and later came back for his side car, which he had left in his hurried trip across country. In the action at Sommauthe Major Sweeney exposed himself enough to have been shot a thousand times if the German machine-guns and snipers had only been better shots.

Lieutenant D. K. Laub, formerly city editor of the *Detroit News*, and later of Company "A," 318th Infantry, in the support line of advance at Sommauthe.



Colonel C. M. Mitchell, 318th Infantry, takes a look at the coordination of artillery from a funk hole on the front line.



Brigadier-General George S. Simonds and Major-General George L. Read looking over a German armored car, captured by the 27th and 30th Divisions near Bellicourt during the October fighting.

The Restlessness of the Veteran

By BRUCE BARTON

EVERY man has two businesses in these piping days of reconstruction—his own regular concerns, whatever they may be, and the much more fascinating business of running an employment office for returning young men. From the army, and from Washington, and the shipyards and munition factories one or more of them come to my office almost every day looking for a handle by which to take hold of the world anew. And their problems and their point of view I have found intensely interesting.

Generally speaking, there seem to be just two classes of them. The first consists of those who head straight back for the old job, or who have a pretty definite notion about the direction in which they wish to turn; and this class, of course, includes the great majority. But now and then one finds a stray representative of the other class—a demobilized young man stirred by a certain restlessness, a kind of spiritual Bolshevism, a devil-may-care attitude that has been so common in soldiers after other wars. And one can not help wondering whether the size of this second class is likely to be augmented if the period of demobilization is prolonged.

Recently two such restless spirits have crossed my own horizon. A young lieutenant whom I have known for a number of years dropped in last week to talk about the future. He is a college man and his work before the war had brought him good success. I imagined, of course, that he would be entering the old office at once. To my surprise he expressed far different views.

"They'll never get four walls around me again," he exclaimed with a swinging gesture. "I've had a taste of what it means to do big things out-of-doors, and I won't go back inside. I can do something better. You have no idea how I pity you fellows who are cooped up here in little offices, wearing your lives out in one unvarying job."

"That sounds fine," I answered. "I've felt that way myself sometimes. But what's the plan?"

"I haven't any plan," he confessed cheerfully. "Plans are a nuisance, anyway. All I know is that somewhere there's a fine constructive outdoor job for me, and I mean to keep roving until I find it."

As he started to go out I tossed one unpleasant little remark after him.

"Don't forget one thing," I said. "After the Civil War the whole country was simply overrun with tramps."

He wheeled about with a startled expression, and I could see the suggestion had called up a train of pictures that were not good to look upon. Then with a wave of his hand and a smile he turned again and went his way; nor have I seen him since.

The other restless spirit is the younger brother of a very warm friend of mine. I met my friend at the club and he was obviously perturbed.

"I'm worried about Joe," he confessed. "Dreadfully worried. You know he went across as an ambulance driver when the war was young, so he has been away from business for more than three years. I supposed, of course, he would be eager to get back to a job again, and I have been lining up two or three good possibilities so that they would be ready for him as soon as he stepped off the boat."

"But the war has changed him, somehow; I don't quite understand it. He just can not seem to interest himself in going back to work. I sent him over to the vice-president of a concern that wants to put five young fellows into its sales department right away. The business is growing by leaps and bounds; it's the kind of an opportunity that I would have loved at Joe's age. And he is a good salesman, too; at least, he was when he left for France. But he went down to that interview like a man starting for the dentist."

"The vice-president was pleased with him, and asked him to come again the next day for a further talk. But Joe did not keep the appointment. When I took him to task his attitude was really pitiable."

"Don't abuse me, Ed," he begged. "I know I'm acting like a darn fool, but I simply can't help it. You can't realize how a man feels who has been through what I've been through. Compared with war all this business of making things and selling them seems, somehow, dreadfully futile. Perhaps later things will look different to me, but right now I'm in no mental condition to go to work; and I know it."

Lest possibly I be misunderstood, let me repeat that I do not cite these incidents as typical; I know well that they are not. The great majority of men who come back are eager enough to be settled again. In every large office which I have visited recently I have seen lieutenants and ensigns and captains bending over their desks, side by side with men in civilian clothes, and nothing but their uniforms to indicate that they had ever been away. Yet there is in every army a certain proportion of men for whom the readjustment to peace conditions is so difficult as to be almost impossible. To those young men, however few or many of them there may be, we owe a special duty. For the restlessness that follows wars is no new thing in history. It is epidemic, and a certain proportion of men can no more escape it than they can escape the grippe.

That restlessness in the period following the Revolution was a matter of grave concern to the constituted authorities. Discipline was more lax in those days; industry was not equipped to absorb a large number of men readily, and many of those who had fought their country's battles felt themselves not sufficiently cared for on their return. A group of such spirits assembled one day in Concord, and Loammi Baldwin, the discoverer of the apple which bears his name, was sent to deal with them.

"May it please Your Excellency: (he reported to the Governor) 'I arrived in Concord about 10 o'clock this morning & found about 70 men assembled at the Court House under Arms and as it was very rainy suppose that a no. had taken shelter in the neighboring houses. Was informed that a Large and respectable body Consisting of Committees from about 26 or 27 towns in this county had assembled at Browns Tavern Concord and then adjourned to the Meeting house where they chose a Committee to confer with the insurgents to know of them their complaints and what they wanted. . . .

"The number of insurgents have been increasing during the whole day; about 3 o'clock a company from Worcester of about 90 men on horseback & Chief of them Armed, Drums Beating &c. moved with solemn pace by Jones Tavern where Court were at dinner in order to join the Mob on the Green before the Court house but the Commander of the Compy from Worcer County hearing Nathon Smith of Shirly a person outlawed who seemd a leader among the Middlesex Insurgents declare aloud that every person who did not follow his Drum & joined the Regulator in two hours should be drove out of Town at the Point of a Bayonet let them be Court, Town Council or who ever else this he did with high oaths and impracation and who ever should be left would be monuments of Gods Sparing mercy &c &c upon which the Worcester leader stoped & told

Smith that he would never join him until he recald them words &c which he afterwards did and united forces, and at this time are 250 or 300 Strong have just marched over to Show themselves to the Court and returned to the green again. . . .

"Cannot write the confusion is incessant.

"I am with every Sentament of esteem and Regard Your Excellency's

"Most Obedient &

"Very Humble

"Servt

"LOAMMI BALDWIN.

"Concord 6 oClock P. M

"Sept. 12-1786."

Loammi Baldwin's difficulties seem to have been of short duration; at least the histories bear no record of serious trouble. The nation was young; there were few industries, there was rich land to be had for the asking, and old General Prosperity ironed out the perplexities of demobilization. The same conditions took care of the aftermath of the War of 1812, and resulted in the great flow of immigration into the Mississippi Valley. The close of the Civil War, however, found the new lands pretty much taken up; industry was closer knit, and, in spite of the large expansion following 1865, thousands of young men whom the struggle had uprooted, roamed about the country, assuming the veteran's right to collect a living from the world until such time as he should find a job to suit his fancy. The epidemic of tramps which resulted is well remembered by those who were children at that time.

Industrial conditions vary, but human nature remains pretty much the same; and it is altogether likely that we shall see more evidence of this after-the-war restlessness in young men before we are fully settled down into our old routine again. It will make for peace of mind on our part and for helpfulness toward them, if we remember that such restlessness is merely the chemical product of war's reaction on certain youthful natures, a thing very old in history, calling not for impatience or rebuke but for sympathy and understanding.

A second fact which, it seems to me, we ought to look frankly in the face is this—that the period following a great war is invariably a time of seeming let-down in ideals, a time of disturbing revelations when all that is most unpleasant in human nature comes inevitably to the surface. We like to think of the Revolution as having led us at once into the Promised Land, wherein the fathers of our nation worked harmoniously in an atmosphere of high idealism to establish liberty on firm foundations. As a matter of fact, it led us to the very

Continued on page 238



"You can't realize how a man feels who has been through what I've been through. Compared with war all this business of making things and selling them seems somehow dreadfully futile. Perhaps later things will look different to me; but right now I'm in no mental condition to go to work; and I know it."

How to Use *that* Hun Helmet



Carried in your auto it makes a good bucket for filling your radiator or carrying gasoline when your tank goes dry.



This little girl wanted Santa Claus to bring her a tub in which to wash her doll's clothes, but she was satisfied with brother's troohv.



A shoemaker uses his souvenir of Chateau-Thierry to support the container for his varied assortment of nails.



Fitted out with a roof its new occupants pronounce it a satisfactory bird house.



A place in the sun—and serving a useful purpose at last.



As a paint pot it has but one objection—it is not flat enough on the bottom.



Dobbin doesn't care if his new drinking cup was made in Germany.



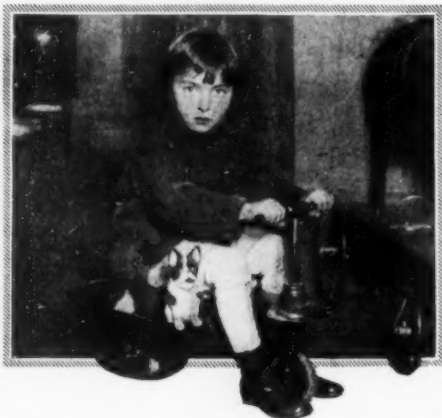
Here is one of many ways in which it can be used in the country.



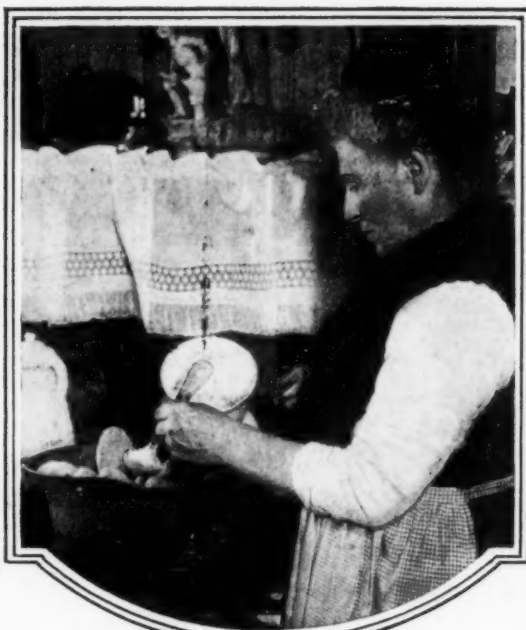
A member of the window washing fraternity has plugged the air holes, torn out the lining, and makes his new pail serve a useful purpose.



When Shakespeare wrote: "To what base uses we may return, Horatio," he wasn't thinking of a Hun helmet serving as a cuspidor in a saloon.



By attaching a brace it makes a perfectly good three-passenger car of the nursery auto.



This woman hopes the German who formerly owned her new kettle is in as warm a place as his headgear.



He doesn't have to borrow mother's coal hod now that brother has brought a new toy.

Paris Still Enjoys President Wilson

Photographs by HELEN JOHNS KIRTLAND
LESLIE'S Staff Correspondent



Under the caption, "Surprises of Photography: the Two Presidents in Paris," the French publication, *Le Rire*, prints the above cartoon. "In photography a great deal depends on where one stands," says "Jimmy" Hare, and it took a real photographer to get the picture at the right, considering the rolling barrage that preceded the presidents as they went forward into action. Safe behind the "flesh wall," no ordinary sniping photographer could get within range of the carriage.



This French boy waited for hours on this vantage point for a glimpse of "Le President Veelson."



Long before the President appears on his trips about Paris the crowd begins to search out the best seats in the orchestra. They waited in rain or shine until his carriage had passed.



The standard decoration of Paris streets for many miles on the route from Murat Palace to the Hotel de Ville, where the President became a citizen of Paris and received the freedom of the city.



Moroccan guard for President Wilson.

Four Years of Agony in Strasbourg

As *LESLIE'S* goes to press, a Berlin dispatch tells of the dangerous wounding in the recent Spartacides riots at Bremen of *LOWELL THOMAS*, author of this article and a *LESLIE'S* Staff Correspondent. He was shot just below the heart while defending himself against a mob. Mr. *THOMAS'S* photographs have been appearing in *LESLIE'S* regularly. Formerly he was a Professor at Princeton University.

I RAN into four Americans yesterday who have been here in Strasbourg through all four years of the war.

One is an Irishman by the name of Dwyer. This German war-diet of sawdust-bread and potatoes has pulled forty pounds of flesh off his frame, and he reminds me of the skeleton my medico-roommate at college had standing in one corner of our den. One of the other three is his business associate, Johnson, who seems to have been more successful at getting an egg or two smuggled into Strasbourg by the country folk, and his health hasn't suffered so much. The other two are a Mr. and Mrs. Butler.

I dined with Mr. and Mrs. Butler last evening. They told me some curious things about life in Strasbourg during the war. All of these people were kept here as prisoners and not allowed to return to America or even go into any other part of Germany, because this city was regarded as a fortress.

Mrs. Butler told me they were forbidden to speak either English or French even in their own home, and they were forced to obey because they knew their servants might report them in order to get the reward offered. Speaking of the cost of living, she said that before the war it cost them about 15,000 or 16,000 marks, the equivalent of \$4000, to run their home and buy food. Since 1914 she said it had increased to over 50,000 marks, or more than \$12,000. Milk was so scarce that, even among the well-to-do, groups of three families usually combined and bought a cow. For an ordinary bovine they had to pay 3000 marks, \$750. It cost 6 marks, \$1.50 per day, to feed the cow, which gave about eight quarts of milk a day, when it wasn't dry. Of that, two quarts went to the man who took care of it, and each of the three families got a like amount.

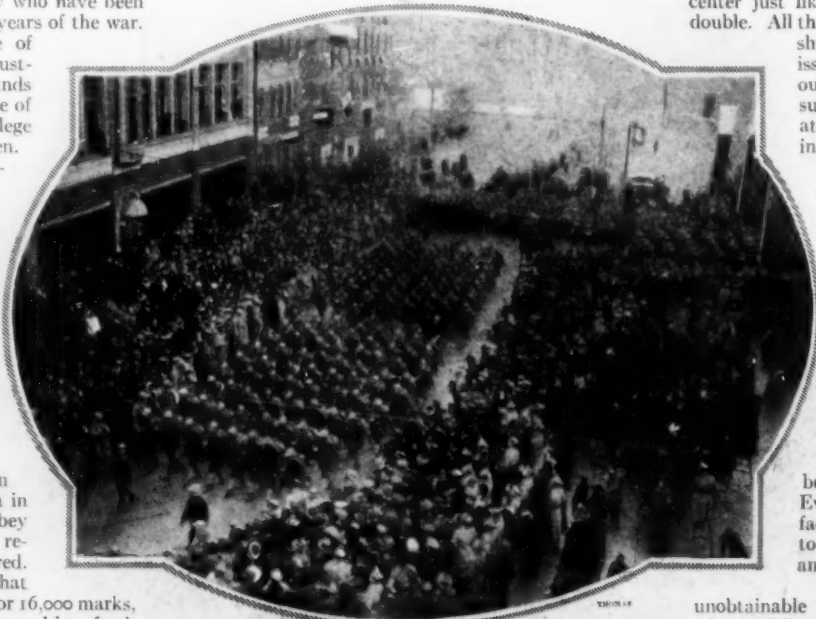
During the last year the people of Strasbourg were cut down to one egg a week, when any were obtainable at all. They were allowed one and one-half pounds of sugar a month, except during canning season, when that was raised to four pounds. The potato ration was six pounds a week per person. The bread everyone was forced to use was all made under governmental supervision. The ingredients were a flour made of reeds which grow along the streams in Alsace, dried and milled into a powder and mixed with dried turnip flour; 75 per cent. bran and mill sweepings, 5 per cent. whole wheat flour, 10 per cent. seaweed and a large quantity of sawdust which was put in to "stretch" the flour. Mr. Johnson told me that at least one-fourth of the time the bread was delivered, to rich and poor alike, with maggots in it as a result of the fact that it was extremely difficult to bake it through. He said if you threw a chunk of bread against the wall it would stick there like putty with water dripping out of it.

"That is the kind of stuff we have had to exist on," added Johnson, "so it was not surprising that one would see scores of coffins being carried along the streets every day."

"In place of coffee we have been using chicory, acorns and roasted barley. In all the less expensive brands of cigars only the wrapper would be of tobacco, and the remainder leaves from rose bushes, chestnut and oak trees. Pipe and cigarette tobacco was made from the same materials. Smokers suddenly found themselves afflicted with stomach trouble and severe headaches. For a long time we didn't know what the cause was, and this imitation tobacco undermined the health of the soldiers at the front as well as that of the civilian population."

"Not only have all articles of food been issued through egg, butter and bread distributing 'centrals,' but articles of wearing apparel could only be obtained on card. We were allowed one new suit of clothes a year, two pairs of shoes, when we could get any at all, four collars, and two suits of underwear, one for summer and one for winter. For a change we had to depend on worn-out garments."

"People in good circumstances were obliged to give



That the ancient problem of Alsace-Lorraine which has troubled authorities on international law for the last century has at last been solved, so far as Alsace is concerned, was demonstrated when the veteran regiments of France led by Field Marshal Petain made their official entry into Strasbourg. The event was marked by the tremendous enthusiasm of the inhabitants, who, though they have been under German rule for the past forty-eight years, never gave up hope that France would some day retake the stolen lands.

up one or two suits, for which the government would pay no higher than 20 marks (\$5). Then the distributing bureaus would sell them out for from \$25 to \$50." The suit Mr. Johnson had on when I was talking to him was one he had worn for four years and had had turned wrong side out by a tailor.

An enormous amount of paper has been used in the manufacture of suits, shoes and other garments. He took me into a number of stores and showed me these things, and I bought a paper shirt, a pair of suspenders

center just like when you bend a piece of cardboard double. All the stores sell patent compounds for cleaning shirts and shoes made of paper. Books are issued also on how to make home-made shoes out of paper. The worst trouble with the suits made of paper fiber is that they ravel at the seams and get sort of doughy if worn in the rain. All adults were required to return their worn-out shoes to the government, and then they were cut up and made into slippers and shoes with wooden soles for children.

Hanan, the New York shoe firm, has a branch store here, and it seems curious to look in its windows and see nothing but these ridiculous paper boots.

Dwyer told me that if anyone went to a tailor and ordered a suit of clothes, made to order, before the French arrived the other day, the tailor would first of all demand a cash payment of one-half the cost of the suit in advance. Then he would insist on the remainder being paid in shoes, butter, eggs or flour. Even then it was impossible to get a satisfactory garment, and it cost from \$50 to \$80 to have an old suit turned wrong side out and altered.

Imported wines and liquors have been unobtainable since 1916, and domestic wines have advanced [in price] at least 600%.

The German people as a whole, from all I gather, feel that they lost the war because their allies laid down on them and because of the pig-headed mistakes of some of their leaders. But they claim their own armies have never been beaten, and the majority of them evidently are in a sullen, stubborn and anything but docile frame of mind. Officers were frequently heard to remark before the evacuation of Strasbourg: "Don't be too enthusiastic in your welcome to the French! In a few years we'll be back again!" Of course that was an idle threat, but it indicates a state of mind which would not have existed if the war had gone on for another month. If you have read General Pershing's report you will see that if the Germans had not signed the armistice their armies would have been smashed to pieces within a few days, and Germany would have been invaded. It is unfortunate that that did not happen, and it remains for the Allied Governments to make up for this at the peace conference.

Both Dwyer and Johnson are keen political observers, and as the Government stopped their factory when it put the ban on the manufacture of all luxuries, they spent most of their time watching events, although they had to be careful not to voice their own opinions. I am going to let Mr. Johnson tell you the story of what took place in Germany which led up to the abrupt termination of the war:

"The people of Germany were duped into believing that they had to fight for self-defense," he says. "They were educated to believe that they were waging a war against England, primarily, because England was attempting to stifle Germany commercially. Up until last spring they were practically unanimous and absolutely positive they would win the war. President Wilson and America changed their minds."

"At the outbreak of hostilities the plan of the German High Command was not to strike France through Belgium. The peoples of the Allied countries have long marveled at the phenomenal and heroic resistance of the tiny Belgian army of 80,000 or so men against the vast Hun hordes. I would not minimize the great achievement of the Belgians nor detract one single mite from the glory which is rightly theirs. But I believe I am right when I say that the blow at Belgium was merely a feint. I have heard this said hundreds of times by German officers."

"The plan of the German staff was to feint through Belgium in order to draw the French army and the British 'contemptible' little force as far north as

Continued on page 236



The bridge near Strasbourg. The first point to be occupied on the Rhine was Strasbourg. The girl in the foreground is Miss Margaret Wilson, the daughter of the President, who was one of the first Americans to reach the Rhine.

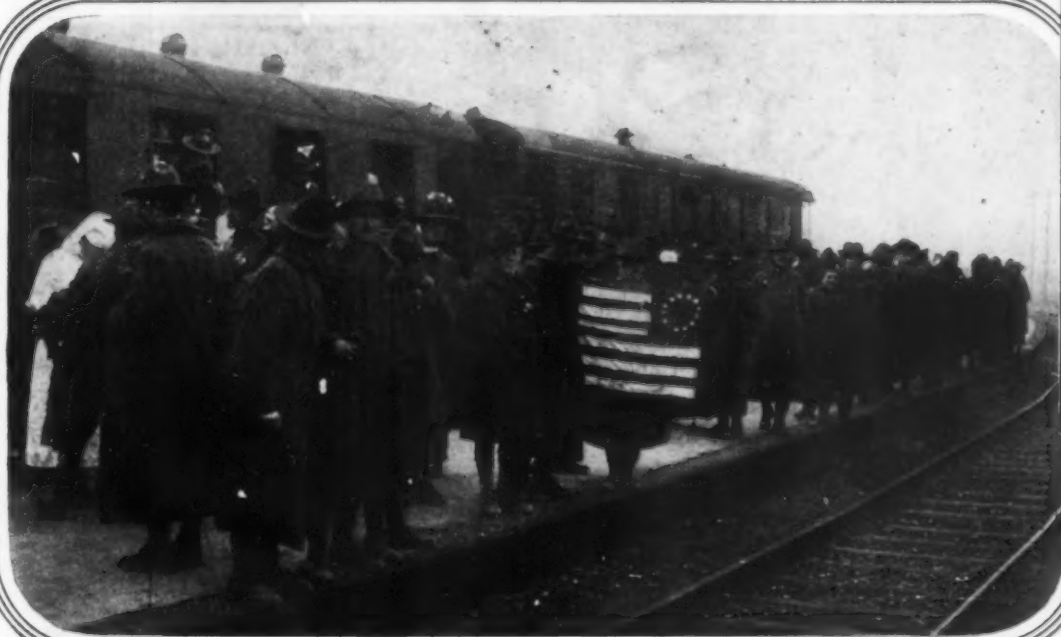
made of paper without any elastic in them, and a wooden collar. The former cost me \$4, the suspenders \$1.50, although they are not worth an obsolete Napoleon copper centime, and the collar, which is made of a very thin strip of maplewood covered with a light brown stain, cost seventy-five cents. If rolled up tight the latter snaps in two. I carried the shirt in a package under my arm, and when I got to the hotel I discovered I had bent the bosom in such a way that there was a crease across the

Switzerland Welcomes U. S. Prisoners

Photographs by LOWELL THOMAS, LESLIE'S Special Correspondent



Over 700,000 repatriates and prisoners have passed through Basle, Switzerland, en route from Germany to France, but none were ever given such a great reception by the Swiss as the American soldiers from the prison camps of Germany. Although different groups of Swiss Red Cross girls alternate in meeting the trains bringing prisoners, all of them insisted on working at the stations the day that the Americans came through.

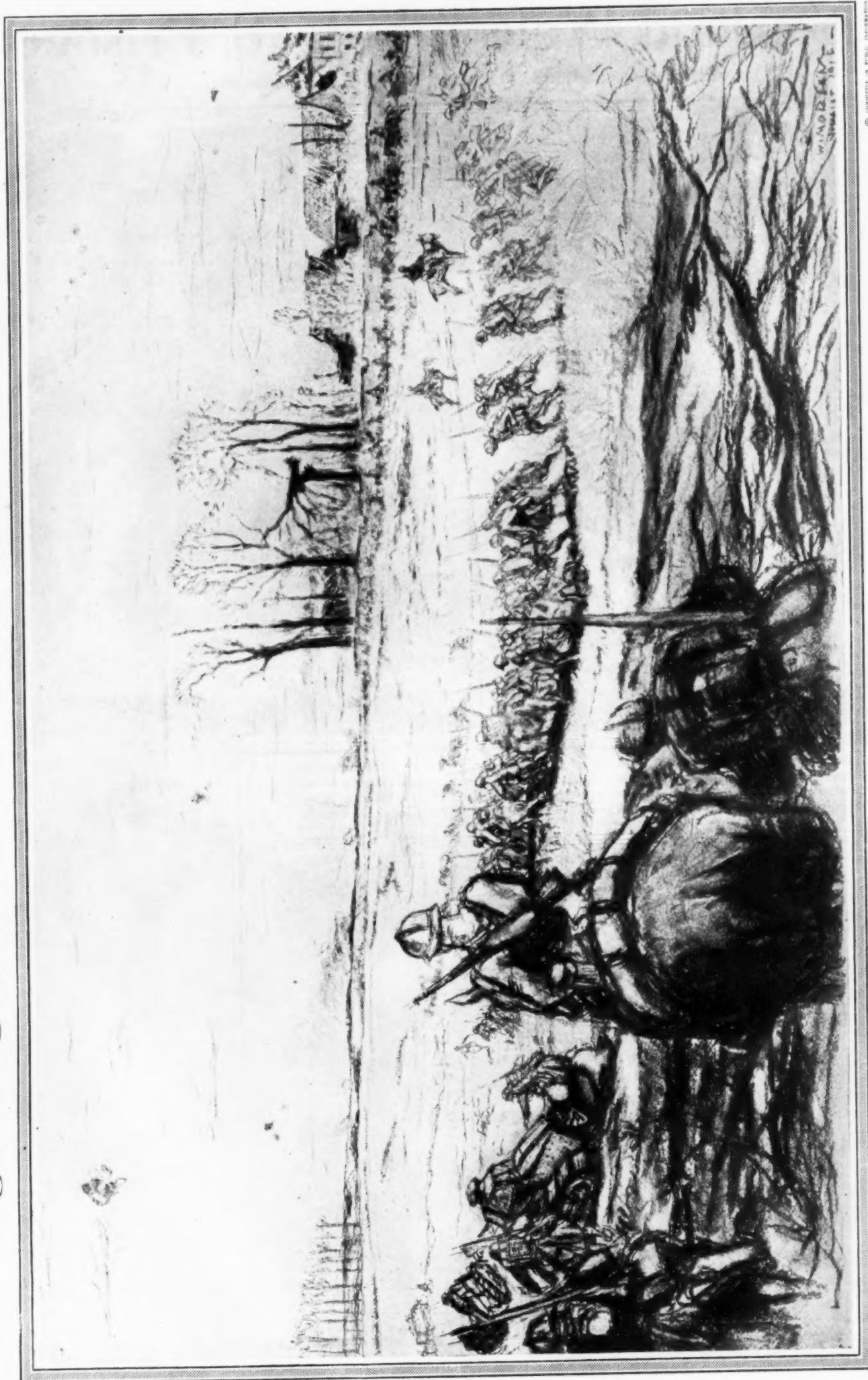


Most of the Americans in German prison camps did not get an opportunity to return to France until three weeks after the signing of the armistice. The American Red Cross with the cooperation of the Swiss Government brought them from the cages at Stuttgart and Mannheim on a special train. Their first stop outside of Germany was Basle, where they were welcomed by the whole population of the city and given a real Thanksgiving feast by the American Red Cross, as well as new overcoats, shoes and underwear.



Otto Ziesenias, Jr., of Basle, Switzerland, in a Swiss trench helmet. The lad was born in Switzerland, but he is an American because his father is a United States citizen, though born in Germany. His mother is French. Mr. Ziesenias represented the Baruch Bros., New York bankers, in Paris. Otto was the most enthusiastic person in the great crowd which welcomed the returning American prisoners.

The Beginning of the Offensive that Whipped the Hun



Drawn by Capt. Wallace Morgan

French Colonial Infantry, American Artillery and French Light Tanks Moving Forward in the Region of Ploisy on the Morning of July 19, 1918

This is one of the pictures depicting our activities in France, made for the official collection of the U. S. Government by Wallace Morgan, who with seven other illustrators was commissioned a captain in the Engineers' Reserve Corps

Ban Johnson—The Roosevelt of Baseball

By EDWIN A. GOEWY

BYRON BANCROFT JOHNSON, President of the American League, is the Theodore Roosevelt of the baseball world. In applying this title to him I do so in all sincerity, after several years of personal acquaintanceship and a close study of the man and his methods from the day that he made his debut in the arena of major league baseball.

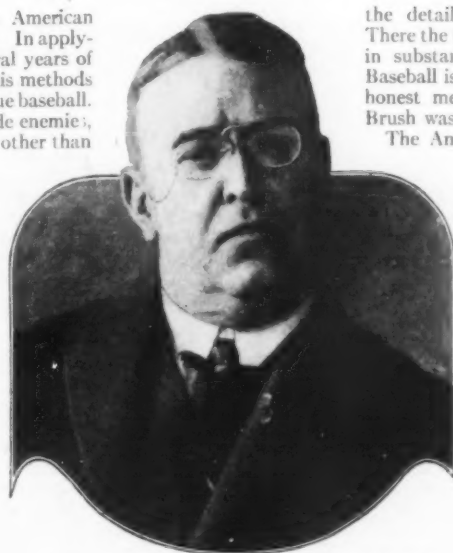
But, being both aggressive and successful, Johnson has made enemies, quite a number of them; and these have applied to him titles other than the one the writer has used. However, even these admit that he is one of the biggest men ever enrolled in promoting America's national pastime, and one whose career of endeavor is punctuated, at frequent intervals, with records of successful achievement.

Today baseball is just emerging from one of the most trying periods in its history, but, according to current indications, appears to be upon the threshold of a season of unprecedented prosperity. However, the channel through which the sport must be piloted in the next year or two is not all clear. There are dangerous rocks to be avoided, but if the passage is made in safety it will be largely because Ban Johnson holds his own as a dominating factor in baseball and retains his grip on the wheel.

Johnson is a big man, literally and figuratively. A study of the contour of his head, his mouth and chin indicates the born fighter, and those who have entered the lists against him in battles of wits, skill and endurance have found him a two-handed battler with a real punch.

He was born in Cincinnati about fifty-four years ago, and has been interested in baseball from the day that he was big enough to hold a bat. Among the playfellows of his early days was William H. Taft, one of the most enthusiastic fans who ever occupied the Presidential chair; and both played the game upon the lots of their native city. In their schooldays Taft was third baseman on the Mt. Auburn team, and Johnson covered the key-stone sack on the nine representing Avondale. Later the latter performed with the Marietta College club, and still later was sporting editor of the Cincinnati *Commercial Gazette*.

Something over twenty years ago Johnson was President of the Western League when John T. Brush, later owner of the New York Giants, was head of the Cincinnati Reds and controlled the Indianapolis team in



BYRON BANCROFT ("BAN") JOHNSON.

the Western. Brush, who knew baseball politics inside and out and afterward was recognized generally as the "brains" of the National, was in the habit of shifting players between the two teams he controlled. Finally Johnson called a halt and Brush determined to depose the fighting head of the Western; but when the "show-down" came Johnson had six votes out of eight and practically forced Brush out of the league. 'Twas after that that Johnson formed the American organization.

Johnson and Brush continued enemies until 1912, when the latter became critically ill, and the members of the National Commission met at his home to perfect

the details of the world's series between the Giants and Red Sox. There the two leaders buried the hatchet and shook hands, and Brush, in substance, said: "You have done a great piece of work, Ban. Baseball is safe in your hands. The game must be kept free from dishonest methods and you are the man to rule." Two months later Brush was dead.

The American League is the result of Johnson's ability and foresightedness. He organized it, his generalship made it a success and he has been its only president. In 1900 he was elected for a ten-year term, and when that expired he was re-elected for twenty years.

But launching the American League was no easy task. At that time the National apparently held complete possession of the major field, and Johnson's early efforts were ridiculed by rivals, many fans and much of the press. The leading New York newspaper, referring to Ban's efforts, said, "American League a ludicrous scheme." Another stated, "American League can't survive. National has all the fighting advantage." Well, Johnson obtained the necessary financial backing, procured first-class managers and star players, and began operations in 1900. For some years thereafter it was a battle royal between the two leagues, but the baseball infant soon grew into a giant, and today, and in fact for some time past, appears to be the superior when judged club for club. And the writer makes this statement though he grew up a National fan.

There was particular bitterness in 1902 when the American determined to drop Baltimore and replace it with New York. Naturally Brush, owner of the Giants, who still disliked Johnson, objected to opposition in the metropolis. However, he did not believe that Ban would be able to obtain the grounds and players necessary to make the venture a success, but from this dream of fancied security he was rudely awakened. The opening of the season found Johnson with everything he desired. Thoroughly frightened the National made peace overtures, and a mutually satisfactory working agreement was arranged under the title of the New National Agreement. With this came the creation of the National Commission, consisting of President H. C.

Continued on page 242

The American in Foreign Trade

By EDWARD PRIZER, President Vacuum Oil Company

JUST before the war I shared the cabin of a crowded ocean liner with an intelligent German, and both of us being interested in foreign trade we had many discussions about the matter which were illuminating to me. One incident related by him is worth repeating, because it was so typical of the attitude of the American in foreign trade.

He said that a friend of his, a merchant of large operations in South America, had come to the United States with the thought that he might open up satisfactory and more or less extensive relations with some manufacturer of cotton goods. He found prices and qualities satisfactory, but certain conditions which he regarded as absolutely essential for his markets were considered by the American cotton spinners as too unimportant and bothersome to agree to, and finally, in disgust, he went to Europe with his draft on London for £30,000 in his pocket still unexpended, and, as a consequence, the chance of a material outlet for American cotton goods through him was lost forever.

This incident is typical of the attitude of the American manufacturer. He visualizes foreign trade in the terms of home trade. In this country there is an intelligent and flexible market. Users consider with open minds products offered them which differ from those hitherto purchased, and if it can be shown that they are better in quality, more serviceable in use and really cheaper in cost, all conditions considered, then purchase and use follow. In foreign countries, however, there is behind the user centuries of custom and prejudice. He resents changes and makes them only with much reluctance. He knows what he wants and he insists upon having it. Therefore, to endeavor to introduce in such markets what the seller wants to supply as against what the user wishes to purchase is almost a hopelessly uphill proposition, notwithstanding the certainty that



Storing oils in Warehouses at Kobe, Japan.



EDWARD PRIZER.

the goods offered are better than those commonly purchased and their use would be advantageous if adopted. Educational methods regarding new things are not impossible, but extremely slow in accomplishing any results. Any manufacturer who would attempt to materially change habits and customs of a foreign field in order to introduce something in staple products entirely new would become gray-haired and impoverished in the attempt.

The lack of progress of the American in foreign trade, as compared with the German and the Englishman, is due to the lack of first-hand knowledge as to the real conditions in the foreign markets. This accounts for many mistakes that have been made. For instance, American machinery has been shipped to foreign markets with the constituent parts in such large units that they could not be transported to points of use. The German met this difficulty by making his machines in sections small enough to be readily transported, and when arriving at destination the sections were bolted together and the engine or machine was ready for service. It is true that this plan made a more cumbersome

and less efficient machine than that produced by the American, but the essential fact was that the German machine went into the interior and was set up and used, while the American machine rusted at the seaboard. This also explains the unwise and frequently absurd methods used by the American in packing his products for foreign markets.

Somehow or other the American manufacturer seems to hold the idea that English is a universal language. He, therefore, can see no reason why his labels should be printed in any other language, or that his advertising placards and literature accompanying his goods should not also be in English. This is a mistake so

Continued on page 243

Norman Hapgood's Page

On this page Mr. Hapgood presents bi-weekly his views of public events, public men and social and political tendencies of the times. Quite often Mr. Hapgood's opinions



may differ widely from those of the editor of Leslie's, so by mutual consent he and the editor of Leslie's "disclaim all responsibility" for each other's expression of opinion.

Dollars and Sense

SOMETIMES it seems as if the greatest evil in the world were lack of faith. At other times it seems lack of brains. Often the two are one. My own enthusiasm over the Sermon on the Mount has nothing to do with religion or religious ethics. It is founded merely on the view that Jesus was the safest practical statesman on record. It is the dislike inspired by his doctrines in all Christian countries that menaces the world today and makes it probable that the nations cannot recover from their debauch. If they had either faith or the kind of intelligence that is related to faith they could recover soon and go ahead of the highest point they have ever reached.

No document printed since the armistice has been more impressive than the open letter to Colonel House sent by Dr. Walther Rathenau, head of the General Electric Company of Berlin. With a little imagination it is easy to understand the picture he paints of Ludendorff's boundless power and the chained and helpless feeling of the German masses. If our country were in as desperate a struggle, with as much at stake, the same subservency to a successful general could be created here. Even remote and unthreatened as we have been, free thought almost disappeared during the war. I hear that the city of Rochester is still barking savagely at me because the evidence I brought back from France did not happen to agree with the outlet that the audience desired for its emotions. A Southern lady in a New York audience nearly bit my head off because I pointed out the leniency of Lincoln's policy toward the South. She thought my comparison implied an analogy between the Germans and the Confederates, and was not mollified even when I said that as the Northerners did most of the invading, and also bossed reconstruction, it was they more than the Southerners who were charged with atrocities; though to be sure the *New York Times* and other "patriotic" papers did make every charge they now make against the Germans.

The most important part of Dr. Rathenau's letter is this: "Germany was always a jeopardized country. Seventy million persons have grown on a territory that can feed thirty millions. . . .

"Our foreign trade is shaken to its foundations. We lose Alsace, with its petroleum and potash, and Lorraine with its ores. Our colonies are in danger. No important raw material is left us, except coal. . . . We are deeply in debt, and we have no material to work with. Over our heads hangs the danger of a huge war indemnity. . . .

"Why do I tell you this, as you know it?

"Not for the purpose of begging for compassion and mercy, but in order to speak of a responsibility that never existed on earth before since the existence of a human soul and that will never exist again.

"What is that responsibility? It is not to the German people primarily, but to the world. . . .

"In these days decisions are being made which decide the fate of humanity for centuries. Wilson has spoken for what earthly power has never before dared to realize: Peace, reconciliation, justice and freedom for all. May God grant that his words come true.

"If they do not, then will be fulfilled the old Sibylline saying handed down to us by Plutarch: 'Victory will be fatal also to the victor.' If they come true, a new era will be given to the world and the unutterable sacrifices of the war will not have been in vain."

That is the cold, absolute fact, as seen clearly by any person devoid of passion. To ruin Germany will be small satisfaction to the future, since it will mean the continued disorganization of Europe, political and economic. No high morality is required to act generously in this crisis. Nothing is required except enlightened self-interest; no higher consideration is required than a just calculation in dollars; the strongest argument is the argument of experience and common sense.

Epigrams of Lenin

EITHER Nicolai Lenin is being helped out by fable, or he has the tendency toward epigram that has marked many other rulers. When people began to speak of a revolution in Germany, he said: "This is February, not October; Kerensky, not Lenin." Also: "I made the revolution in Russia with German money. I will make the revolution in Germany with Russian money."

The watchword "all power to the Soviets" is also supposed to be his. Certainly it was in one of his signed statements that he declared: "We are not afraid of our mistakes." A different quality from any of these, because primarily amusing, is this: "In a hundred who are called Bolsheviks, there are one true Bolshevik, thirty-nine scoundrels, and sixty fools."

Exit Drink

NOW that the United States is committed to national prohibition much eloquence is being spilled against it. National prohibition by constitutional amendment is in part the natural result of failure to respect the laws of those States which were trying the prohibition experiment. The shipping by express companies of liquor into prohibition States excited great indignation for many years in those States and lent vigor to the movement for a constitutional change. Also the ease with which residents of certain prohibition States were able to get liquor across the border, as along the line between Kansas and Missouri, was another cause, although one that could not well be avoided. The war, with its spectacle of saving sugar and grain on the table to put it into alcoholic drink, was another impetus. We are now committed not to such an experiment as an ordinary law gives us, but to prohibition unless it fails so completely to give satisfaction that its opponents can become strong enough to amend the Constitution or abolish it. If it is enforced, as Federal laws are likely to be, the saving will be immense; in actual food saved, in diminished idleness, inefficiency, disease, and crime. What we know little about is the other side of the ledger account. We know, beyond cavil, that the American Saloon is a destructive institution; that the treating habit is an invitation to over-drinking; and that the stronger drinks are nearly always abused. Also we know that in France, once the type of moderate and genial drinking, the habit and the traffic have gotten out of hand and become a national curse. We know that in England the working man in 1917 refused prohibition, principally on the ground that his lunch would not be much of an entertainment without his beer. The Scandinavian countries have made experiments in reducing and directing the consumption of alcoholic drinks, but neither side in the fight over prohibition in this country took the trouble to familiarize our voters with the results. In fact it may be said that prohibition was in the main the logical answer to our complete failure to deal with the Saloon evil, in its immediate aspects, in its use by the brewers to stimulate consumption, in its relation to other vices, and in its relation to politics. Such is the law of popular government. If the leaders of opinion do not show the will and ability to remedy obvious evils by moderate devices public agitation will attack them by some more sweeping method.

Destiny

A DISTINGUISHED, scholarly and exact American essayist said to me: "I think Norman Angell the deepest publicist who has written in English since Hamilton. I have read much in the *Federalist*, and I cannot see why Angell's writings are not as profound a contribution to the problems of our day as the *Federalist* essays were to the time when the American constitution was being formed."

Yet Angell's name is to a certain extent under a cloud. Why? Because the public reads mainly headlines, and headlines seek shock. Even those of us who are familiar with the newspaper game do not always take sufficient care to avoid misquotation. I ought to know the politics of the press, and yet I got badly caught in 1916. To the representative of one of the most correct newspapers in the country I said that I had seen documentary evidence that German-Americans expected a certain thing of Mr. Hughes. It came out in the paper, and thence went all over the country, that I had said I had seen documentary evidence of an agreement between these German-Americans and Mr. Hughes. On a big scale such was Angell's experience. One thesis of his most famous book is that to make net profit out of a great European war has become, even for the victor, impossible. The headlines,

and following them the editorial writers, interpreted this as saying war had become impossible. Another thesis in the book was that national force should be used socially by the leading nations, as municipal force is used through the policeman. This appeared as disbelief in force. Angell has taken a creative and leading part in the intellectual effort since 1914, as before; and if anything but hypocrisy, greed and reaction comes out of Versailles, to him will belong much of the credit; yet his work, owing to the false picture of him built up in the public mind, has been done mostly underground. When published much of it has been anonymous or signed by others. Spoken, it has often been turned into the intellectual backbone of the arguments of hasty workers, some of them highly placed. This is not a pathetic story I am telling. Not at all. Virtue is its own reward. So is service. Why not? To a mind and character like Angell's, what good would be iron crosses, offices, or banquets?

Ireland

A READER of LESLIE'S wishes me to state my views on Ireland. During 1917, before the British Government had messed up the Irish situation almost to despair, I wrote much about it from abroad for a syndicate of American newspapers. It is less inspiring to write at an unpropitious time. However, here is what I think:

(1) The growth of the Sinn Fein movement is like other violent growths—Bolshevism, for example—the result of suppression. Ireland, which a few years ago would have been satisfied with home rule, now demands independence.

(2) Military and diplomatic independence is impracticable. No country in England's place would grant it. Home rule, however, should include everything else, including tariffs.

(3) Ulster should be included in Ireland, with some guarantees, such as, perhaps, a second chamber to which representation is by industries, not by population. The constitution could provide carefully for religious freedom, as Protestant Ulster particularly dreads the probably imaginary danger of Catholic interference in its local affairs. There is no more ground for some of the Ulster counties' contention that they will not be part of Ireland than there would be for the Catholic parts of Belfast to refuse to be part of that city. The alliance between the British Tories and the Ulster Protestants is the continuing menace of the whole situation. Deep religious bigotry still lives in Britain and interferes with her political sense.

The Gondoliers

GILBERT is the wittiest of modern Englishmen, and a true depicter of comedy characters also. In the series of Gilbert and Sullivan operas given this season in New York "The Gondoliers" was the least familiar and ran longest. His wit has something akin to the big laugh of Molière: not so muscular, not with such intellectual physique, but with the true comic sense that sees human nature with clear, kindly, and relentless amusement. Add Meredith and Hardy to Gilbert and the dramatists I mentioned two weeks ago, and what a record has England in the last half century for the art that searches into life! In America we do not think so much, yet "The Gondoliers" packed a New York theater for weeks; Tolstoi's "Redemption" started poorly and became a popular success; and "Dear Brutus" is to tour the country in several companies. Every once in a while it seems as if the stage in America were looking up.

Trouble with Jane

IT was at a college; and in college for a large percentage of the youth the dearest wish is to escape all knowledge. Recently, speaking of one of his courses, a young man said: "We have just been reading 'Jane Eyre.'" The older person on whom he was calling said something friendly of Charlotte Brontë's masterpiece. "I don't mean 'Jane Eyre,'" the youth replied, "I mean Jane Addams. I can't hand her much." "What of hers have you read?" "Twenty Years in Hull House?" "No. 'Pride and Prejudice.'" His hostess refrained from discussing Jane Austen, and turned to topics less embarrassing than English literature.

Training Students Into Soldiers

By JEAN PARDEE CLARK



Dinner time for the naval training unit. What was once "lunch" became "chow," or the Navy's official name for it, "mess gear."



Mustering for the medical corps. No longer did the tired student "cut class" to lie abed, or slip quietly into the class-room a half-hour late.

The changes which made a new Yale of the historic institution of learning at New Haven similarly affected each one of several hundred universities and colleges throughout the country when, on October 1, 1918, the college men of the nation were inducted into Uncle Sam's military and naval forces. The sweater gave way to the uniform; the rifle replaced the baseball bat and courses in military tactics succeeded Latin and Greek in the class rooms. When the United States entered the war there were 115 Reserve Officers' Training Corps college units, practically all infantry. Last month over 300 were started in as many American colleges and universities and the work will be divided among the colleges in artillery, signal corps, ordnance, air service and medical corps, instead of being restricted to infantry alone.

ONE of the brilliant chapters in America's war effort is the whole-souled cooperation of the universities and colleges throughout the country in placing their institutions at the disposal of the Government for the special training of men. By virtue of special circumstances Yale University was able to render signal service through the early establishment of a course in field artillery training.

As early as 1915 President Hadley in his annual report advocated a university military training course. During that summer his son, Morris Hadley, was in the training camp at Plattsburg, and on one of his visits there President Hadley asked Major-General Wood what form training at Yale should take to be of the greatest usefulness. The latter suggested that the university could render effective service by adopting the field artillery branch. Accordingly in the fall of 1915, a year and a half before the United States declared war, a thousand students responded to the call for candidates, and four batteries were formed, constituting a battalion of the Connecticut 10th Field Artillery of the National Guard. The following June, during the Mexican crisis, these men were recalled to New Haven, and after being recruited to war strength were sent to Camp Summerall, Tobyhanna, Pa.

When the United States entered the world war a group of 1,544 students continued regular field artillery drill and study through the university year, and over 500 students were recommended for the first series of Reserve Officers' Training Camps. At the 1917 Commencement the Yale Artillery Armory at Yale Field, for which the Alumni subscribed \$140,000, was dedicated.

The decision of the Government, in the summer of 1917, to utilize the colleges and universities as training centers for possible officer material brought the military training at Yale directly under the War Department and 25 officers were detailed to assist Major Samuel A. Well-ton, the commandant, in the military training, and faculty members continued to lend their valuable assistance.

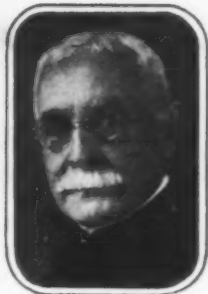
The dormitories were turned into barracks and the men were now under strict military discipline and routine and Yale took on a new atmosphere. The contrast between the Yale of the fall of the year 1918 and the Yale of other days was marked by a striking change not only in the daily routine of the student life but in the curriculum and the faculty body. Of the enlisted men and officers



Major Morris Hadley, Yale, 1916, active in the organization of the Yale Field Battery.



President Arthur T. Hadley of Yale University, head of its War Emergency Council.



Rear-Admiral Colby M. Chester, who was commandant of the naval training unit at Yale.



Secretary Anson Phelps Stokes, of the War Emergency Council.



Dean F. S. Jones, a member of the War Emergency Council.

of the army and navy barracked in university buildings, 2,500 and more in number, 918 were members of the Yale Unit of the Students' Army Training Corps, and 409 were enrolled in the U. S. Naval Unit, a total of 1,417 students inducted into Government service.

In common with the other colleges of the country, Yale has had a large number of casualties among her alumni. There are 175 gold stars in her service flag, and nearly 200 of her sons are listed among the wounded, missing or prisoners.

In January, 1917, Secretary Stokes of the university invited Professor Abbott, as one of the university rowing coaches, to make the attempt of interesting the members of the "Yale Navy" in the coast patrol service. A committee immediately formed, including Lieut. John K. Murphy, '07, commander of the New Haven division of the Motor Boat Patrol, Professor Abbott, and other members of the faculty, and representatives of the student body.

Instead of about twenty-five expected to volunteer, over three hundred expressed a wish to join the unit. Corps of instructors organized the men and highly intensive training began in March. In the fall with the opening of the university year a regular authorized naval training school was organized with 300 undergraduate members enrolled, and with a U. S. N. gunner to act as instructor, Rear-Admiral Chester being commandant. Admiral Chester served in the Civil War, was commandant of the U. S. Naval Academy from 1891 to 1894, was commander-in-chief of the South Atlantic Squadron in 1897-98, and was superintendent of the Naval Observa-

tory from 1902 to 1906, retiring from active service on February 28, 1906.

A three years' course of instruction was established for Yale undergraduates in naval science, preparing those enrolled for examinations leading to commissions as ensigns in the United States Navy. The course was authorized by the Navy Department and accepted by the two Yale undergraduate departments as counting toward the degrees of B.A. and Ph.D.

Subjects of instruction were divided into two groups, leading to commissions as line officers or to commissions as engineering officers. The Bureau of Navigation presented the Naval Unit with the use of 100 rifles, two navy cutters, and a small schooner for teaching navigation.

The Yale authorities were not, however, entirely overshadowed by this Governmental invasion. The War Emergency Council comprised President Hadley, Dean Jones, Secretary Stokes and Treasurer Day. All questions of polity between the training units and the college proper were practically decided by these distinguished men, which rendered them fully as important in the affairs of the university as when theirs was the only authority.

It was hard, in a way, to accept the quaint old City of Elms, transformed by the Government's military invasion of the university from the sleepy hollow of its past into a town pulsing with the military spirit, vibrant with the modern methods of preparedness.

For the nonce, the scholastic side of life at Yale was in abeyance; the personnel of the college was no longer an academic concrete force. Rather was it concentrated on the perfecting, not of the scholar but of the warrior, a warrior of intrepid spirit, one skilled in the various methods of modern warfare. In short, Yale was a militarized university, a training camp for its students where all enrolled might learn the same naval lore as at Annapolis, the same military tactics as at West Point.

In the old days boys entered Yale much as youngsters attend their first party. The lure of unexplored paths thrilled them. Many of them never took their college days seriously. Their young minds were receptive, they earned their diplomas easily. There was time a-plenty for recreation. This was filled as the individual determined. Each man to his own choosing. But alas! all this was but a memory. Now the student at Yale lived by schedule. He ate in a mess hall, slept in barracks, had but one hour a day for recreation, responded to the call of reveille and taps, and, no matter how he disliked it, there was the everlasting drill! drill! drill!

While all this had its value, there was a certain sadness in the fact that the sparkle and froth of the lighter side of college life had been of necessity replaced by a military strenuousness for the world-wide purpose of winning the war and establishing a universal democracy.

The ready adaptation of everybody and everything at Yale to this enforced new régime and the gracious way in which the entire faculty responded to the call must have been gratifying indeed to the Government.

In brief, the university to a man was in sympathy with its great purpose, but a general sigh of relief went up from the campus when the world was again at peace.

The Roll of Honor



Corp. John Andrew Yanoscak, Lykens, Pa., killed in action in France in close combat. Age 17.



Sergt. Myron H. Beals, Plymouth, Mich., 6th Regt. U. S. Marines, killed in action.



Sergt. James Sebo, Hastings-on-Hudson, New York, 26th Inf., killed in action in France.



Sergt. George F. Browning, Aberdeen, Wash., Signal Corps, killed in accident in France.



Pvt. Lorin Jasper Church, Oakland, Calif., U. S. Marine Corps, killed in action on the Marne.



Sergt. Arthur F. Sheils, Brooklyn, N. Y., 23rd Inf., killed in action in France. Age 24.



Sergt. William M. Keefer, Pine Grove, Pa., who was killed on the battlefield in France. Age 22.



Corp. Gaylord Leach, Manistique, Mich., who was killed in action in France. Age 24.



Sergt. Harry F. March, Nevada, Calif., 362nd Inf., killed in action in France. Age 24.



Sergt. Eben A. Smith, Waterloo, Iowa, 30th Inf., killed in action in France. Age 23.



Pvt. Henry C. Juleff, Los Angeles, Calif., 72nd Seaforth Highlanders, killed in France.



Lance Corporal H. Hutton, Canterbury, Kent, England, 9th Battalion, killed in France.



Corp. Peter Joseph Bowen, Menominee, Mich., who was killed on the battlefield in France.



Corp. Lester Y. Butler, Shopiere, Wis., U. S. Inf., killed in action in France. Age 22.



Sergt. Fred Amstutz, Monticello, Wis., 127th Inf., who was killed in action in France.



Sergt. Gunnard Thomas, Chesterville, Maine, who was killed on the battlefield in France.



Pvt. Malvin Jamison, Spring Grove, Pa., 8th Machine Gun Batt., killed at Château-Thierry.



Pvt. Samuel John Lewis, Oakland, Calif., 2nd Batt., Yorkshire Regt., killed in action.



Corp. Joseph H. Krauss, Montreal, Canada, U. S. Army, who was killed in action in France.



Sergt. James W. Lau, Phila., Pa., who was killed in hand to hand battle in France.



Corp. Gordon Crothers, Rockford, Mich., 126th Inf., killed in action in France. Age 24.



Sergt. Charles J. Gerald, Beloit, Wis., 127th Inf., killed on the battlefield in France.



Corp. Arno A. Gerald, Beloit, Wis., 127th U. S. Infantry, severely wounded in action in France.



Sergt. Paul Levering, Deland, Florida, 1st Regt. Engineers, killed in action in France.



Corp. J. Vinton Moore, Ladysmith, Wis., who was killed in action in France early last Spring.



Sergt. Thomas R. Summers, Orangeburg, South Carolina, killed on the battlefield in France.



Sergt. Alexander Wopuchowski, Bay City, Michigan, 33rd Mich. Infantry, killed in action.



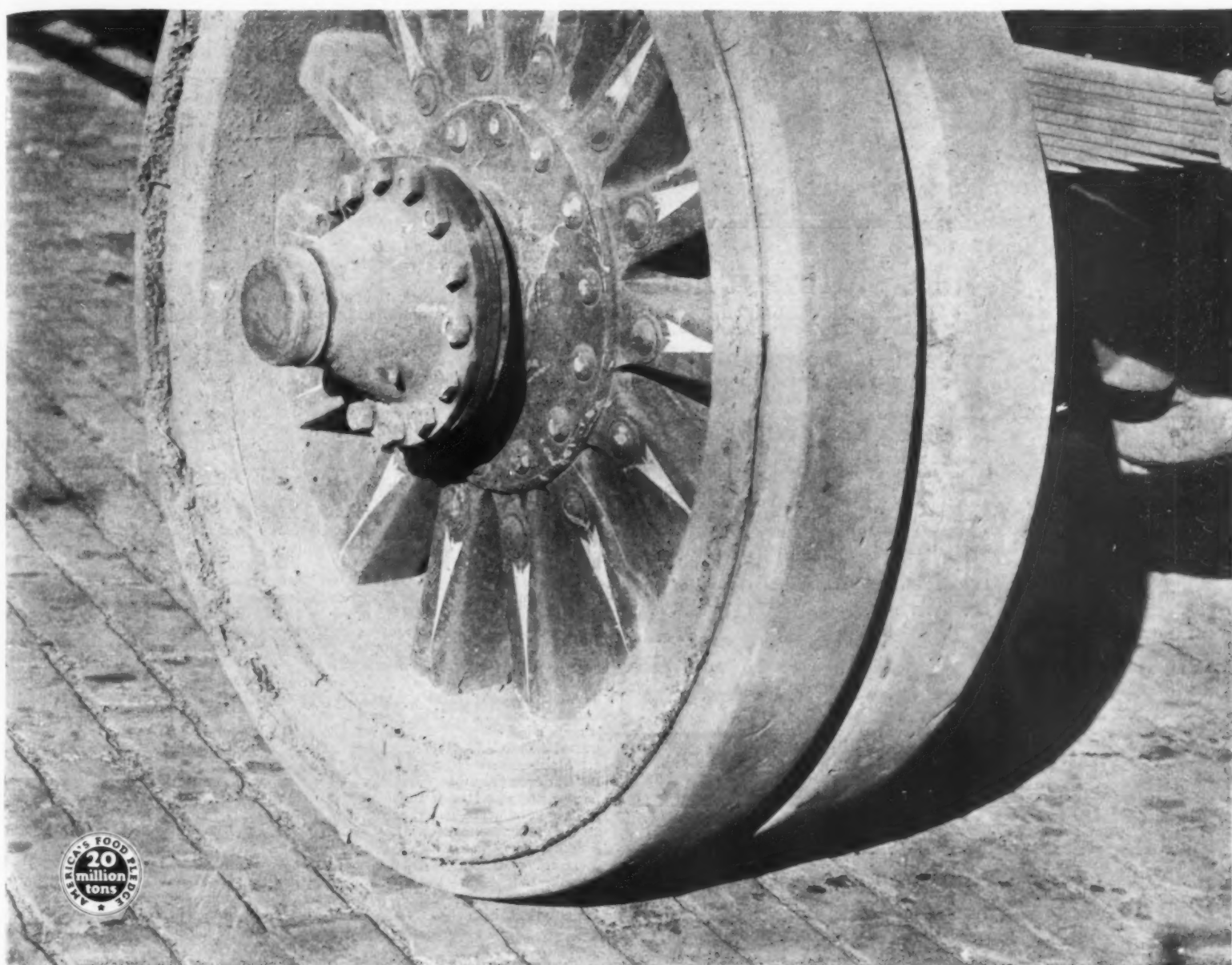
Corp. Buff E. Melton, Simpson, Kan., who was killed in action in France early last Spring.



Sergt. Major Abram H. Corman, Greensburg, Pa., 110th Inf., killed in action in France. Age 25.



Pvt. Edward H. Kuhnle, Oakland, Calif., 18th Inf., killed in action in France. Age 25.



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Four Years of Agony in Strasbourg

Continued from page 228

possible. Meanwhile they had concentrated about one million and a half men in Lorraine east of Nancy ready to break through and end the war at one blow. They got almost as far as Luneville, and the Kaiser even had his white charger and gold helmet ready for the grand entry into Nancy. But Joffre discovered what the Germans were up to, and he struck a tremendous whirlwind blow in this direction before turning all his efforts against Von Kluck on the Marne. That was what saved France.

"At first Von Moltke was the popular idol of Germany. The people said, 'not only is he the son of the man who performed such great wonders for us in 1870, but he is a general of even greater ability.' But they soon changed their minds regarding him, and Von Moltke, in his despair, shot himself. Then Von Hindenburg took his place, and he in turn was supplanted by Ludendorff, who is a cordially despised man in Germany today. Early this year Hindenburg advocated a defensive war, but Ludendorff, who was in favor of striking a blow toward Calais and Dunkirk in the hope of separating the British and French armies, won over the Kaiser and the other leaders.

"All this time, as the world now knows, the German people were told that the submarine campaign would starve out England, and that America never would be able to bring an army to Europe.

"Then one cold day last spring a bit of real news got out into Germany. On that day the fate of the Kaiser was sealed. The public learned that there were 300,000 American troops in France. Germany was dumfounded. I'll never forget the great sensation created.

"But even then they didn't lose all confidence, and when the spring drive toward Paris was launched everyone expected to see the war brought to a finish before America could bring over many more divisions. German officers told me: 'We are going to take Paris and make France lay down her arms. If she doesn't, we will level Paris to the ground. We will destroy the city, and not leave one stone on top of another. Then France will have to give in.'

"Nothing ever appeared in the papers at that time about the Americans taking part in the fighting. We knew nothing about what the Americans did at Château-Thierry. But the papers were full of stories about the cruelty and barbaric acts of the wild men from North America, who were said to delight in torturing prisoners and raping women.

"But when the drive toward Paris failed, a wave of despair began to creep over Germany. A little later news got in to us that there were a million and a half Americans in France! Food became scarcer and scarcer! But nothing had a greater effect on the German people than

the messages sent by President Wilson to the German Government. The truth began to dawn on the masses! England had not been starved! Paris had not been taken! America had brought a huge army across the Atlantic in spite of the U-boats! Then the German people said, openly: 'Our government has lied to us! We have been betrayed!' And they knew the game was up and the war lost.

"President Wilson's notes were read by everyone, and people everywhere admitted publicly that they were the work of a wise man and a great statesman. They would read one of President Wilson's notes on one hand and their own government's reply on the other, and the result of the comparison only added to the bitterness of their feeling toward their own officials. After Bulgaria, Austria and Turkey collapsed, they couldn't understand why their own government hesitated so long about accepting the conditions laid down by President Wilson. This dissatisfaction slowly worked to the surface, finally breaking out at Kiel, then here in Strasbourg, then in Stuttgart, Baden-Baden, Berlin, and throughout the empire."

The political editor of one of the Strasbourg papers, which was regarded as pro-German up until the collapse recently, told me he thought the mass of the German people did not actually consider that they had been beaten at arms and that the true democratic idea meant nothing to them yet. On the other hand, another well-known editor declared that the people regarded President Wilson as the man who saved them from becoming the slaves of the ruling minority.

I have talked to many Germans who have remained in Alsace because all their financial interests are here, and they say the German people look toward President Wilson as the man who will see to it that they are treated fairly. His name certainly is on every lip in Strasbourg, and the people fairly worship him.

The people of Alsace-Lorraine seem to be disappointed that the American army did not come in here along with the French. The fine Italian hand of the German propaganda department is clearly in evidence here. During the last few weeks they have been spreading the word broadcast that the Americans would occupy Alsace-Lorraine, and that eventually the two provinces would be given political autonomy instead of being made a part of France. They said that in order to try and cause trouble for the French. But anyone who saw the enthusiastic reception given to Marshal Petain and his poilus recently, and who has been in Colmar and other cities and villages of this region during the past few days will agree with me that there will be no necessity for taking a referendum, and that the problem of Alsace-Lorraine is solved for all time.

Shows in New York

ATTRACTIONS TO WHICH YOU MAY SAFELY TAKE YOUR DAUGHTER

Aeolian Hall	Concerts	Leading artists in recitals	Lyceum	Daddies	Bachelors and kiddies
Astor Belmont Booth	East is West The Little Brother The Woman in Room 13	Oriental setting Drama of tolerance Mystery melodrama	Maxine Elliott Miller	The Unknown Purple Ten for Three Mie Nelly of N'Orleans	Genuine thriller Exceptionally witty Mrs. Fiske
Broadhurst	The Melting of Molly	Bright musical show	New Amsterdam	The Velvet Lady	Gala musical Cheerful nonsense Good singers in repertory
Carnegie Hall	Concerts and lectures	Music by leading organizations and soloists, and New-music travel Tuncful operetta	Nora Bayes Park	Ladies First Opera Comique	John Barrymore in colorful Tolstoy drama Smart musical comedy
Central	Somebody's Sweetheart	George M. Cohan	Playhouse	Forever After	John Barrymore in colorful Tolstoy drama Smart musical comedy
Cohan	A Prince There	George M. Cohan	Plymouth	Redemption	John Barrymore in colorful Tolstoy drama Smart musical comedy
Cohan & Harris	Three Faces East The Climax The Better Ole Three Wise Fools Dear Brutus The Big Chance	Ingenious spy play Old success revived Burmese humor Sentimental comedy Barrie charm Willard Mack melodrama	Princess	Oh, My Dear!	John Barrymore in colorful Tolstoy drama Smart musical comedy
44th Street	Little Simplicity Lightnin'	Musical romance Delightful character play Corking good musical show	Punch and Judy Republic	Portmanteau Plays	Unusual repertory Novel melodrama Jane Cowl in drama Slight comedy Fine acting in French
Globe	The Canary	Corking good musical show	Belasco	Tiger! Tiger!	Frances Starr French spics Ed Wynn and girls
Greenwich Village	Hobohemia	Burlesque on Bohemianism	Casino	Sleeping Partners	Ed Wynn and girls
Harris	The Invisible Fox	Spiritualistic melodrama	Edging	Up in Mabel's Room	Cheerful farce The Riddle Woman Bertha Kalich
Hippodrome	Everything	Immense spectacle Play about loyalty	Fulton	Keep it to Yourself	Lively farce Amusing revue Leo Ditrichstein
Hudson	Friendship Enemies	Play about loyalty	Knickerbocker	Listen, Lester!	Amusing revue Leo Ditrichstein
Longacre	Just Around the Corner	Marie Cahill	Liberty	The Marquis de Priola	Amusing revue Leo Ditrichstein
			Winter Garden	Sinbad	At Johnson and last year's success

Prophy-lactic Tooth Brush. Ask your druggist for "the brush in the yellow box"—he knows.



Uniform Tires Mean No "Second Bests"

Long-Distance Millers Not Only Look, But Wear Alike

WE do not claim that no tires equal the Miller. Other makers build some tires as good. But how can the buyer tell those "lucky" casings from thousands of lesser ones that look identical?

The greatest problem a manufacturer faces is how to build all his tires like his best ones. This we have solved. And the reason each Miller wears like its brother is much discussed. Here are the facts:

Uniform Workmanship

Any maker who pays the price can get the same super-quality of raw materials. Also the same machinery, for machines are standard too.

But uniform mileage is governed by uniform workmanship and must be as long as tires contain handwork. If the workmanship varies, the mileage is bound to vary.

That's why we took a mark that was set by champions and trained other tire builders to this single standard. Each builder signs every tire he makes. If ever one comes back his score is penalized.

This method, tested now three years, has proved to be the mileage solution.

Always a Shortage

The result is a new class of long-distance tires—tires that wear the same under like conditions. Not occasionally some that give exceptional service, but more than 99 in 100.

It takes much time to train uniform builders. Hence to make the best tires we had to forsake all thought of making the most.

So to get these remarkable long-distance Millers—the buoyant Cord, or the sturdy fabric type—be sure to go to the authorized Miller dealer, or write for his name.

*To Dealers in Open Territory:
Write for Attractive Proposition*

THE MILLER RUBBER COMPANY, Akron, Ohio
Makers of Miller Red and Gray Inner Tubes—
the Team-Mates of Uniform Tires

(223)





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CANTHROX SHAMPOO

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H. S. PETERSON & CO., 214 W. Kinzie St., Dept. 260, CHICAGO, ILL.



Design No. 524
Estimated cost \$2,500

ALL ABOUT BUNGALOWS
New Bungalow Book 1919 De Luxe Edition contains the cream of 1000 practical and distinctive bungalows actually built for \$400.00 to \$4000.00, suited to any climate, with photographs of the exterior and interior views, plans, size of rooms, cost, etc. Also valuable suggestions on bungalow building, written by experts. The largest exclusive bungalow book published, 112 pages. Price, postpaid, **\$1.00**. Worth many times its cost to any prospective builder. A smaller edition of same only 50 cents. Send check, money order or stamps. Money back if not satisfactory.

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632 Empire Building SEATTLE, WASH.

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Wear this scientifically constructed health belt, endorsed by physicians and surgeons. A light but durable support for the abdomen which greatly relieves the strain on the abdominal muscles. Recommended for obesity, lumbago, constipation, spinal deformities, floating kidney and all weaknesses in the abdominal region.

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The Weil Health Belt Co., New Haven, Conn.
Druggists: Write for proposition and full particulars.

The Restlessness of the Veteran

Continued from page 225

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The Civil War was hardly brought to a conclusion before the air was rife with charges of graft and maladministration.

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That we are in for something of the same sort in the next few months is clear enough. We have won the war and now we shall begin to figure up how much it cost us to win it. While the struggle raged we did not stop to count expense; now we shall want to know who handled every dollar and why it did not buy more than it did. Men who gave up high-paid jobs to do service in Washington, supposing that they were sacrificing themselves, will wake up to read in the papers that everything they did was done inefficiently and that they might much better have remained at home. It is probably true that this war has been, on the whole, conducted more honestly than any other great struggle in history. But the honest part of it is not news; stories of dishonesty and poor judgment make much spicier reading, and it is such stories that our soldiers are likely to find displayed upon the front pages when they step off the transports on this side.

For this condition, also, we ought to be prepared. Nothing is more essential than that faith should be kept firm in the world. Men who went forth in the service of a great ideal must not be allowed to doubt that their sacrifice was justified. They have made the world safe for democracy; and when democracy welcomes them home, clad in her old gingham wrapper, with her children quarreling about her knees, we must be on hand to remind them that underneath the wrapper the old lady's heart is right, and that she was well worth saving. It will help us to convince them of this truth, and to hold their ideals high, if we remember that after every other war democracy has made just such a spectacle of herself; but that the spectacle is temporary and that, when it has passed, the

world will actually be a better place to live in because of what they have done.

The third truth that ought to enter largely into our thinking, as we conduct our personal employment office, is that Concentration and Staying Power are qualities which will bear a larger premium in the years to come than ever before in the history of the world. I sat a little while ago in the office of the president of the largest concern of its kind in America.

On the wall of his office hangs a picture of himself taken twenty-five years ago in the overalls and jumpers of a shipping clerk. I looked at it with interest, and then back at the man as he is today, in his comfortable office, behind his glass-topped desk as bare of papers as though he had never a problem or a worry in the world.

"There are a million men in France who have their eyes set on a job like yours," I said to him. "When they lie down in their billets at night they are wondering what the world has in store for them when they get back over here. And each one of them dreams that some day he will be president of something, and have a nice glass-topped desk with no papers on it. How does a man go about it to get a job like yours? What's the secret?"

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Moreover, the company has made it a studied policy to encourage this sort of thing; and to that fact its officers ascribe in large degree, its growth and prosperity. Forty of the most important men in it have been associated with it for ten years or more; the average term of service of the higher officials is nearer a quarter of a century. In that period they have seen men come in for a little time and drift out again to greener fields; they have seen others for whom the steady progress of the salary route was too slow who sought to hurry the wheels a little by conducting other businesses on the side. And almost without exception the men who have been content to stick and to work have distanced those who sought faster progress by some other path.

"There are concerns that trade upon men's hope," said the president. "Concerns that are content to take men in at small wages and use up their youth, holding them with the promise of a future which they know they can not provide. That is the sort of selfishness that defeats itself in the long run. We are much more concerned about a man's future than we are about the immediate job which we take him in to handle. His eyes may be fixed on the present; but we want to be sure before we hire him that there is an opportunity ahead of him which is big enough to hold him, no matter how fast he may grow."

There are hundreds of companies in the country that pursue the same policy of enlightened selfishness; building their own growth upon the cumulative growth of the young men who are constantly expanding inside them. I believe that we who are conducting our volunteer employment offices in these reconstruction days can do no greater service than to help men to find out such companies and to stick

Continued on page 240

EVERY cough in public betrays a thoughtless disregard for others. For coughing is *unnecessary*. You can relieve it with S-B Cough Drops, and often prevent a sore throat or cold.

Pure. No drugs. Just enough charcoal to sweeten the stomach.

Drop that Cough
SMITH BROTHERS of Poughkeepsie

Setting a Candle to Catch a Thief

OUTSIDE air that filters through the brick-enclosing walls of boilers, costs industrial America many thousands of dollars each year because such leakage "cools" the fire, kills draft and therefore wastes coal to the extent of thousands of tons in the national aggregate.

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New York City
10 Factories—Branches in 63 Large Cities



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High Temperature (Refractory) Cements for boiler settings.

Airtite Boiler Wall Coating for boiler wall exteriors.

Monolithic Baffle Walls—tight, durable, easy to install; prevent short circuiting of hot gases.

Asbestos Sheets and Blocks for insulating hot surfaces; Insulating Cements.

Heat Insulations for steam and hot water piping.

Steam Traps.

Sea Ring Packing—eliminates unnecessary friction between rod or plunger and packing.



Through—

Asbestos

and its allied products

INSULATION

that keeps the heat where it belongs

CEMENTS

that make boiler walls leak-proof

ROOFINGS

that cut down fire risks

PACKINGS

that save power waste

LININGS

that make brakes safe

FIRE PREVENTION PRODUCTS

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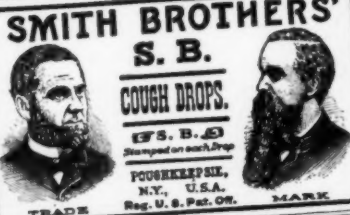
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Continued on page 240

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and its allied products

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PACKINGS
that save power waste
LININGS
that make brakes safe
FIRE
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A father's pledge to his son:



In this "Fathers and Sons Week" I pledge myself to you, my son, that I shall not forget you in my devotion to business, that I shall interest myself more than before in the things that interest you, that I shall be in truth your best chum; that, as such, I shall seek in every way to bring joy into your life and shield you from false friends who bring but sorrow; that in their place I shall strive to bring you new friends, true friends; that I shall, in particular, and right NOW, bring into our home a friend that will bring you, on each visit, the entertainment you are entitled to, the information you should have and the inspiration you need—this dependable, clean friend of half a million other boys, The American Boy magazine. I want you to grow up knowing what these other boys know in this world's reconstruction period—these other boys who are finding out in this magazine, in their spare time as boys, things of importance which they never will have time to find out when they become men and are rushed with their work, as Dad is now.

Subscribed to this day by

Dad

The American Boy costs only \$2.00 a year (though the material it contains would fill twenty-five average books). Order it now for your son, or for some other boy you want to help. Single copies can be bought at stands for 20c.

THE SPRAGUE PUBLISHING CO., 315 American Building, Detroit, Mich.

Send Your Name and We'll Send You a Lachnite

DON'T send a penny. Just send your name and say, "Send me a Lachnite mounted in a solid gold ring on 10 days' free trial." We will send it prepaid right to your home. When it comes merely deposit \$4.75 with the gold man and then wear the ring for 10 full days. If you or if any of your friends can tell it from a diamond, send it back. But if you decide to buy it, send us \$2 a month until \$19.75 has been paid. Write Today. Send your name now. Be sure to tell us which of the solid gold rings illustrated above you wish (lady's or man's)—give us the size of your finger. Harold Lachman Co., 12 N. Michigan Av., Dept. 2462 Chicago

Don't Wear a Truss

Brooks' Appliance, the modern scientific invention, the wonderful new discovery that relieves rupture, will be sent on trial. No obnoxious springs or pads.



MR. C. E. BROOKS

Brooks' Rupture Appliance

Has automatic Air Cushions. Binds and draws the broken parts together as you would a broken limb. No salves. No lies. Durable, cheap. Sent on trial to prove it. Protected by U. S. patents. Catalog and measure blanks mailed free. Send name and address today. Brooks Appliance Co., 404A State St., Marshall, Mich.

MY GUARANTEE

If ever a "Santa Fe Special" fails to perform as it should because of original workmanship or material, it will be replaced with a new watch or your money promptly refunded.

BUY YOUR WATCH NOW—ACT QUICKLY

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The Melting-Pot

Senator Ashurst of Arizona says: "I am opposed to feeding anything but bullets to the Bolsheviki."

It is calculated that nearly 10,000 Allied soldiers have been totally blinded in the war, and that nearly 40,000 lost one eye.

France and Belgium are stirred by labor problems. Americans have spread the doctrines of high wages and short hours.

The bill making the Grand Canyon a national park was passed the other day after having been before Congress for thirty-three years.

During his visit recently to the American zone at Coblenz, Germany, the Prince of Wales attended a dance and danced with many nurses who declared he was not a good dancer.

The Connecticut Federation of Labor is warning its local unions that money intended for the defense of Mooney is being used by the I. W. W. to the detriment of the Federation.

An American anti-saloon delegation is in Paris and depends on President Wilson to propose to the Peace Conference the abolition of the manufacture and use of alcohol throughout the world.

Owing to lack of artillery support of airplanes and of transports, declares Governor Allen of Kansas, the Thirty-fifth division, in its drive against the Germans in the Argonne Forest, suffered 7,000 casualties in the six days battle, or half the strength of the division.

Managing-Director Alexander of the National Industrial Conference Board recently criticized President Wilson for writing a foreword for, and Secretary Lane for approving, a book written by two University of Chicago professors containing socialistic propaganda.

Armed strikers recently rushed into a clothing factory at Roselle, N. J., drove out the workers, many of them women, wrecked the machinery, smashed the windows, fired revolvers and threw acid upon a number of employees, blinding one of them. Restraint of trade.

Hundreds of sailors recently were landed in New York from France and sent to camp without a dollar in their possession, the Government not having paid them. Patriotic women of New York, hearing of their dilemma, personally visited the camp and distributed \$2 bills to the needy ones.

Secretary of the Interior Lane states there are over 7,000,000 persons in the United States above ten years of age unable to read or write English. He says, "Americanization must reach beyond illiterates and foreign groups to be effective. It must bring every American to a realization of his melting-pot duty."

Fourteen Protestant denominations are planning to raise \$10,000,000 for after-the-war emergency needs of their churches. Among the objects of the fund are extending religious and social service among American soldiers and sailors during demobilization, Americanization work among the foreign-born, and reconstruction of church buildings in the war zone.

Lloyd Taylor, chairman of the Universal Military Training and Membership Committees of the National Security League, says: "The millions of stars placed on our service flags denote that men of peace have gone to the front to defend their country. Let us, as these men return, replace each star with an employment star, a white circle covering up the star denoting that a man has again entered the ranks of peace."

G. R. Washburn, of Louisville, Ky., says: "It would be economically wise, as well as in the interest of efficiency and expeditious handling, that the natural and manufactured products of the Southern and Southwestern States intended for transatlantic shipment should pass through such ports as Galveston, New Orleans, Pensacola, Tampa, Jacksonville, Savannah, Brunswick, Charleston, Norfolk and Baltimore, instead of bearing the long-rail haul and cluttering up the docks at Philadelphia, New York and Boston."

Let the people think!

The Restlessness of the Veteran

Continued from page 238

everlastingly to them. Such a man will find himself a sharer in the company's prosperity, and his progress over a period of years is pretty sure to outstrip the progress of the man who lets his restlessness carry him constantly afield in search of more golden opportunity.

Dr. Theodore P. Cuyler occupied a prominent New York pulpit for many years and was the intimate friend of thousands of young men. He had seen them pour into the city from the country districts and small towns and had watched their upward march—some of them brilliant, talented young fellows, but the majority no more than the average. And he came to the conclusion that the great secret of success is nothing more or less than staying power. Often he saw the man of best promise go down, wooed from place to place by the countless opportunities of city life, finding himself in the end not with a career but merely with a succession of jobs to his credit. And just as often he was surprised to discover men of distinctly mediocre calibre coming to high positions in the end because they stayed in one spot and kept their eyes fixed on a single goal.

Stevenson, in one of his wisest passages, remarks that almost any town is good enough to spend a lifetime in, but no town is good enough to spend two or three days in. What is true of towns is even more true of jobs. A waiter's job seems at first blush unattractive enough; yet Oscar, at

the Waldorf, by being a better waiter than any other, becomes a millionaire. One would not ordinarily select boot-blackening as a profession for his son; but Tony, the best of all boot-blacks, multiplies his stands, and achieves a fortune. Almost any opportunity is a good opportunity, the degree of its goodness consisting in the measure of the man who grasps it, and his ability to hold on and win through. Conducting an employment agency is new work for most of us, and we shall do it better, it seems to me, if we face frankly the fact that a certain small proportion of young men, after any war, are restless and cannot well be otherwise; and that to their restlessness are added always the inevitable disillusionments that afflict national life following every period of high tension. Recognizing this truth we shall be better able to understand and counsel; and our counsel ought, in large measure, to be this—that in any time of readjustment the largest prizes go to those who take hold at some definite point and stick.

Hezekiah, a gentleman of olden times, had considerable experience both in the business of war and in the more difficult business of reconstruction. And the rule which he worked out for himself has never been improved upon, as a guide for periods like this. Of him it is written that "In every work that he began he did it with all his heart

—and prospered."



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Ban Johnson—The Roosevelt of Baseball

Continued from page 231

Pulliam, of the National; Johnson, representing the American, and August Herrmann, as chairman.

It was some time previous to this that something occurred which proved that, above everything else, Johnson was a true sportsman. The man who preceded Brush as the Giants' owner practiced methods which antagonized many players, umpires and sport writers, and he wound up his unpopular performances by deliberately trying, with the assistance of the men who then controlled the Boston, Cincinnati and St. Louis clubs, to form a National League baseball trust and commercialize the game, a proceeding which, had it succeeded, would have meant the speedy ruin of the sport. Fans and press raised a storm of protest and the owners of the Chicago, Philadelphia, Pittsburgh and Brooklyn clubs, led by that splendid baseball pioneer, Albert G. Spalding, fought the mercenary coterie to a finish and beat them.

Spalding, in his memoirs, had this to say of Johnson's part in the fight: "The need of cooperation between the leagues was never better illustrated. They were, at the time, engaged in a fratricidal war, and yet B. B. Johnson was big enough and broad enough to extend his aid in ridding the game of the man who attempted to form the trust and had the full moral support of the American League. A smaller-minded man would have seen in the case an opportunity to assist in killing a rival outright, but he was not that kind of a man. Throughout the entire struggle he stood by me most royally."

There are, as the fans know, a few men in the big leagues who would enjoy nothing more than to pin Johnson's shoulders to the mat—if only once. They haven't succeeded yet and they won't as long as they continue to display the poor judgment which has characterized their recent efforts. Among these are certain club owners who, for some time, have objected to Garry Herrmann remaining on the National Commission. Recently a very neat little scheme was arranged by these to shelve both Johnson and Herrmann by forming a single-headed commission, the commissioner to be a person not directly identified with the game. Great! Then a limited number of club owners, without consulting all the team heads, offered the post to William H. Taft. Oh, fine! And the former President, believing that he was wanted only as an adviser on important problems, and not as an arbiter of everything, from salary squabbles up, stated that he would take the matter under advisement. Splendid!

And then the newspapers got hold of the story, printed it, explained how the Honorable Mr. Taft was to be used to pull chestnuts from the fire for those opposed to Johnson, and the one-time President, who has remained on intimate terms with the American League executive ever since they played ball together on the Cincinnati lots, called off all negotiations. Tra, la, la!

H. N. Hempstead, one of those who made the offer to Mr. Taft, since has sold his interest in the Giants. H. H. Frazee, of the Red Sox, was the other to wait upon the former President, and it's a good wager that he will not control the Boston team for as long a period as Johnson remains at the head of the junior big league, and I state this without having sought information on the point from either of the parties most interested.

Talking with Mr. Johnson a few days ago, however, concerning the makeup of the National Commission in the near future, he replied: "I can make this definite statement. Soon, possibly before your story appears in print, Mr. Herrmann's place on the National Commission will be taken by another, a military man.

The gentleman in question is a man of wide repute, one for whose ability as an executive all of us—fans, players and officials—will have the greatest respect. Of course, with the National League heads insisting upon Herrmann's retirement from the office he long has filled with ability and honor, the American League can not take a stand that he must be retained. We would have preferred that he remain as chairman, however, for he has everything necessary to continue to fill the office with credit, and he has been tireless in working for the game's betterment. But there will not be a single-headed commission."

Asked about the minor leagues' desire to get from beneath the sheltering wing of the majors and their recent threat to fight unless permitted to have their own way, Mr. Johnson smiled and said: "Well, we didn't waste any time, did we, in granting them full permission to paddle their own canoe? About the middle of the season, though, I anticipate that they will be around asking to have the old order of things resumed. Everyone knows that the minors have been having a hard time for the last five years and the Federal League and the war did them so much harm that, temporarily, they retired from the field. Many small clubs, unless backed by philanthropic financiers, have been able to exist only through the money received from direct sales or the draft."

"I fear some of the little fellows are going to be hard put. When the time arrives for the major clubs to reduce to the twenty-one player limit, about 150 players, we'll say, will be turned back to the minors. With each club limited to twenty-one men, waivers will be obtained upon practically all of these without difficulty, and those who look like 'comers' will be sent for additional seasoning to teams from which they can be recalled at the season's end. There will be few purchases this year from the minors. Incidentally I will state that I am in favor of continuing the twenty-one player limit. That is enough for any club. But I surely am not in favor of making a salary limit for any team and the American League will not support such a move. An owner of a club has the right to purchase players if he chooses and pays a mutually satisfactory salary."

"Is there any reason why an owner with a team which shows weak spots should not purchase strength in the open market if he can? And it's all rubbish to say that only New York and Chicago can afford to purchase the players they desire. Other teams have made splendid purchases, notably Cleveland, and its reward was an attendance throughout 1918 which was on a par with that of any rival team. Besides, poor management or a weak business policy injures the drawing powers of many teams more than the purchase of stars or promising talent by rivals. Let the managers develop stars. Many a youth who came into the majors practically unheralded has become a great and finished performer through clever handling."

"Although the war has caused baseball to be played by more men, here and abroad, than ever in its history, reports indicate that but comparatively few players of great promise have been discovered. The war increased the popularity of general athletics and the national game and added hundreds of thousands to the army of enthusiastic fans, but there will be few new faces in fast company from among the wearers of the khaki or the blue."

"A thorough canvas of conditions has convinced me that baseball, in 1919, will have its most prosperous year. The sport is back and to stay. The rest will do it good. However, it will take a little time to readjust the game's affairs, and that is the reason we all preferred a later opening date this season."



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Britain—the Empire of Law

Continued from page 221

with the wrecks of tyrants. Philip of Spain was broken there. Louis the Great and the First Napoleon were both humbled on that rock.

Britain was pledged to aid France with an expeditionary force of 120,000 men. Germany thought that she would not keep her word. But where she pledged one, she sent a hundred; and instead of 120,000 she sent altogether eight and one-half millions into the fray. That was their idea of keeping their word, the English way of "playing the game."

Greater even than Britain's effort in the war was the spirit with which she fought. She contended against a dirty and unprincipled foe, but she played the game with the old sportsmanlike spirit. She did not stain her hands with the methods of her foe.

This was a war not merely between nations, it was a war between principles; between the beast and the man. On one side was the Mailed Fist, on the other side was The Pierced Hand. I am glad that if

Germany fought dirty, England fought clean; and because she fought clean, she has endured. Britain is Britain yet not merely because she stands for law, but also because she stands for the triumph of the highest law, the law of Love.

When King George V was crowned at Westminster Abbey, the Archbishop of Canterbury exhorted him from the Scriptural text, "I am among you as one that serves." Earl Roberts gave forty years of his life in India. Lord Milner spent the best of his manhood in Egypt and in Africa. The key to the lives of all these great soldiers, and pro-consuls of empires, is in that word Service. They go to the ends of the earth, and live with the backward races, as Kipling says, "To carry the white man's burden."

As a nation among the nations, Britain's aim is the triumph of the Law of Love. In all her far-flung dependencies, and over the seven seas, the voice of Britain today proclaims: "I am among you as one that serves!"

The American in Foreign Trade

Continued from page 231

fundamental that it gives the European competitor every advantage who uses the language of the country in which he does business. Then, too, the American overlooks the fact that in many countries where large trade is possible the great bulk of the buyers are totally uneducated and can not read or write. Something, therefore, that is readily recognizable which identifies the goods in the minds of the ignorant buyers is absolutely essential. The value of the "chop" is definitely recognized by those who attempt worth-while operations in China, and some easily recognized picture, like that of an animal, or some other simple mark, is of untold value in other markets.

The question naturally arises as to how the American is to be educated in the essential details of foreign trade. Some thirty years ago, when I was pioneering the European markets, I found only one American consul that had given even the slightest thought to the sale of American products in the district where he was located, and due to a change in our Administration he was about to lose his appointment. He was somewhat helpful to me, but the undercurrent of his thought was that the information he had already picked up should not be lost, and whether I could not use some influence upon my return home to have him retained in his position. He, however, subsequently went into the political discard. This was indicative of governmental attitude in the matter of consular use and development. In later years our Government has attempted to make some definite use of its consular agents and the consular reports have been interesting and helpful. The system, however, is still in its infancy as compared with what certain foreign governments have adopted.

A friend of mine made a visit to a certain port in South America, in the belief that there was an opportunity to develop a market there for some products of American manufacture. He found great difficulty in getting any intelligent or useful information that would assist him in opening a real sales effort. Finally, almost in despair, he took the liberty of appealing to the German consul, who received him courteously and assisted him in his preliminary inquiries. He found that this consul had built up a complete card-index system which covered not only all the usual commercial statistics of imports, consumption, etc., but went also into much intimate detail as to the standing, credits and general operations of individual merchants. This consul was sending home to Germany a steady stream of informa-

tion, absolutely complete and in full detail, which was made available for German merchants so that they knew what was necessary to be done to obtain the business in this particular field. It may be needless to state that the Germans at that time were holding the market almost in its entirety. No doubt what was occurring at this port was being duplicated by German consuls at hundreds of other ports. The German consular service was made an absolute and complete business annex of German industry, and the German merchant at home had learned how to use the information; and it is a fair inference also that the character and completeness of this information were in consequence of his recommendations to his own government.

The open governmental encouragement in Germany of industrial consolidations, and the consent to such consolidations in England, have given these two countries a great advantage over America in foreign trade operations, for in this country there has been, and still to a large extent is, extreme governmental hostility to combinations and consolidations of industrial interests. The average American manufacturer whose operations are not large could not possibly face the expense of independent operation in foreign countries. It requires a large capital outlay and a big volume of business to justify a wholly independent operation in a foreign market. The Germans settled this question by a combination of various industries which divided the expense and yet secured proper representation in the market designed.

The Webb Bill goes some way toward permitting American manufacturers to meet this condition, but this bill is as yet far from sufficient in its scope or privileges. It also invites the inquiry as to why, if combinations for foreign trade are desirable, they are not equally so for home trade. It would certainly put an American industry in very much stronger shape for foreign trade if the combination could be made before the goods leave the country than afterward. It may be true that in American industrial practices prior to the passage of the Sherman Act combinations had been pushed to an extreme and abuses arose therefrom. However, the absolute necessity of combination as an economic essential has been proven in this country's operations during the war, the Government itself forcing combinations and agreements in almost every essential industry. Is it not an anomaly for the Department of Justice to issue a warning through the pub-

Continued on page 244

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Thoughts of a War Worker

By HELEN ST. JOHN

EDITOR'S NOTE—In previous issues LESLIE's has printed extracts from the early letters from Paris of Miss Helen St. John, formerly secretary to the Managing Editor of LESLIE's and for the past year and a half attached to the American Red Cross Paris headquarters. Miss St. John is now in Rumania as Treasurer of the Red Cross commission.

March 29, 1918.

CLARE and I left for Nice Monday night March 18th and had anything but a restful time going down. We were in a compartment with two Frenchmen and we were unlucky enough to have the two end seats which are divided from the main seat holding two people by an arm. As there were only four of us in the seat and the Frenchmen had this nice comfortable place they proceeded to fix themselves very comfortably with the aid of pillows and wraps and putting their feet almost in our faces. Upon half awaking in the morning I figured after I had twitched my nose for a second that I had been sleeping in a shoe factory. First I opened one eye and soon opened the other also, for propped right against my cheek was one of Clare's mighty boots and an inch from my nose was a boot of one of the men, studded, to make it worse, with brass nails, and a round rubber heel adorning the place where a perfectly civilized heel ought to be. While I was wondering what I should do and too tired to do anything, off to sleep I fell. Now I've determined that the next time I will tie a piece of cotton saturated with some sweet smelling extract right under my nose and try to doze comfortably on and on. There is always, however, something to interfere with the best-laid plans, so from now on I'm just naturally not going to make any plans ahead to try to be comfortable until the war is over.

I have often imagined, dreamed and read of beautiful scenery, but this has everything my imagination ever pictured beaten a mile, and I close my eyes now sometimes and wonder if the view is really true. The word "Paradise" is almost worn out and I've used it so much, but it will give you all a general idea of what Nice seemed to me. Sunshine, birds and flowers of all kinds with balmy weather and the bluest sea one could think of. That was one of the greatest pleasures to me, to look at that blue water; but it simply did not seem that water could be that color. The ride down along the Riviera, in the late afternoon was—!!! and walking along the water in the moonlight—!!!!—oh, what is the use of trying to express my feelings? Adjectives and adverbs and all sorts of words in the dictionary could not do it; one just has to feel and lately I've done my share.

April 1, 1918.

All day long I work back here in Paris, early and late, and at night, tired out, I go to my downy little bed with thanksgiving in my heart but I can't rest until I become assured that the rain will keep the Gothas

away. Some nights I wouldn't care if they dropped a houseful of bombs right at my very bed-side, but on others I get up and don my wrapper, slippers, boudoir cap, coat, wrist watch, fountain pen and passport, along with a few other valuables, and wind my way to the cave—in other words a cellar, where I sit me down on a crate of eggs and nod for a couple of hours while the thing lasts.

Those Germans are certainly persevering people—and now they have this gun about which everybody has been guessing and we have fine times. It has come to be sort of a game of dodging shells, or so it seems, for the other day they kept it up the live-long day every fifteen or twenty minutes—boom-r-r-r-r-r and it always picks out somewhere near to hit. Of course you got all this in the papers.

The church which was hit and in which 75 people were killed, was not so very far from where our hotel is. It's beginning to sink through that that hotel isn't the safest place in the world, but we live in the hope that they will change the range of the old cannon and pick on some other part of town pretty soon. Up to now almost everything has landed over where we are, but you are not very safe around here anyway and I don't see what's the use of getting excited.

To-night I am going up to the station to help with the refugees. Some 20,000 are coming to Paris, spread out over a week or so, and the Americans are taking full charge of them—feeding them, keeping them all night and transporting them by automobile to other stations in the morning. Some cases are very, very sad and some funny, for humor can be found even under these conditions.

I'll be home some day or some month before long, but at present I just can't leave; it would be showing the white feather and then some—and anyway, I just couldn't exist home except that I would have you all. Here I get your good letters and try to keep in touch with you often by writing, so try to believe that it is all the same. I love, love, love and adore you all and I know that you will want me to stay if it makes me so happy and contented. If I could kill just one German by being killed, however, I'd jump at the chance. I know that our men must be proud to be in it and I feel sorry for those who have not gotten to it yet. This is not in the line of heroics, as you may think, for one loses all fear when one sees the things that are being done. May we all be together again, soon, in peace, if such is ever to be.

To be continued

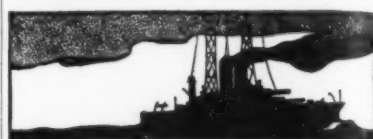
The American in Foreign Trade

Continued from page 243

lic press that combinations and agreements compelled by the government during the progress of the war will be prosecuted by the government if continued after declaration of peace? Could not the evils of combination be controlled by proper legislation, and the recognized economic values of combination be preserved so that the American manufacturer would not be obliged to enter the arena of foreign trade with an initial handicap almost insurmountable to real effectiveness?

After all, the whole problem comes back to the attitude of American industry as a whole. If it is admitted that foreign trade is only incidental and exceptional, there will be no body of public sentiment created which will reflect itself in proper and intel-

ligent legislation. It is fair to assume that our lawmakers reflect the opinion of their constituents. There is evidence that there is an awakening in the United States as to what foreign trade really signifies in its far-reaching economic results. It is, therefore, hoped that this dawning interest may be increased and solidified into legislation that is helpful and constructive, and methods that are really efficacious. There are, of course, a considerable number of American manufacturers who have had large vision as to the opportunities of foreign trade, and who have had faith and courage and who are reaping the results of their efforts. These, however, are very few compared with the total possibilities of American industry in foreign countries.



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The League has Teeth

By CHARLTON BATES STRAYER

BECAUSE the world is not ready for a League of Nations with a supranational parliament, a supranational court and a supranational army and navy, some rushed to the conclusion that any League of Nations which took shape would be a spineless affair with no authority that would be respected. The net practical result would be another "scrap of paper," which some belligerently inclined power would tear up whenever, in its judgment, a real cause of war should arise. As the first important action of the Peace Conference, the League of Nations was launched. Evidently it is not to be a supranational organization that would invade the sovereignty of any power, nor is it to be a spineless and impotent affair existing only upon paper. The resolution declares that the League "should be created as an integral part of the general treaty of peace." A commission has been appointed "to work out the details of the constitution and the functions of the League."

I am ready to acknowledge with the critics that the structure of the League, the extent and limitations of its functions and the *modus operandi* are problems of the greatest practical difficulty, and these are yet to be worked out. Final success will come only when a detailed, workable plan has been adopted by the Peace Conference. But the League of Nations, adopted in principle as "an integral part of the general peace treaty," has already shown its vitality in relation to the disposition of the German colonies, one of the most difficult problems that will come before the Peace Conference, involving as it does the clashing of international ambitions, jealousies and fears. All agreed that these colonies should never be returned to Germany, both in the interest of protecting the native populations and securing the future peace of the world. But who should have them? Great Britain and Japan had come to a secret understanding during the war as to the division of Germany's Pacific possessions, and Australia and New Zealand joined with Japan in demanding that the colonies be apportioned according to this secret agreement. Had this view prevailed the futility of the League of Nations would have been demonstrated within less than a week of the adoption of the principle. Fortunately it did not prevail. Premier Lloyd George joined forces with President Wilson to secure the internationalization of the German colonies, their future administration to be entrusted to governments designated by the League of Nations. It may be said that the German colonies will be administered by the same governments that would have incorporated them if the secret agreement had prevailed, but administration by these governments, under the supervision of the League of Nations, is quite a different thing from annexation. The League of Nations has proven at the outset that it has teeth.

A Just Appraisal

Whatever one's attitude may have been to President Wilson's pre-war record, it is only just to give him credit for the things he has accomplished since he went to Europe. I have always exercised the right to criticize the President. A democracy would be a misnomer if its citizens have not the privilege to criticize the conduct of those elected to office. I believe President Wilson was too forbearing with Germany when she maliciously destroyed our property and the lives of American citizens, and that he was too slow in leading the nation to a declaration of war. The phrases "too proud to fight" and "peace without victory" represented a pacifist viewpoint with which I have never agreed. However one may look upon his record as a pacifist, justice requires that he be given credit for certain achievements during his

visit to Europe. He has promoted a better understanding between our European allies and the United States than ever existed before. This is notably true in regard to Great Britain, and Frank H. Simonds of the New York Tribune, who opposed at the time President Wilson's departure for Europe, became convinced, after studying the situation in England, that this better understanding alone justified the President's visit. The same result, it may be said, might have been attained by the visit of anyone, under the existing circumstances, who represented the United States as its President.

In the matter of the League of Nations, however, great personal credit must be given Mr. Wilson. He went abroad as the chief sponsor of this idea and insisted, in the face of strong opposition which would have relegated it to the background, that the League of Nations should have first place in the Peace Conference. Largely the result of his advocacy, this is an accomplished fact. In principle it has become already "an integral part of the general peace treaty." This means that every decision of the Peace Conference has got to be in harmony with the conception of the League of Nations. The next important step was the invitation to all the Russian groups to present their case to an Allied commission. I do not believe this to be the right way to deal with the Russian problem, and events seem to indicate its failure. I simply make the point that this was largely Mr. Wilson's plan, that he was able to secure the support of Mr. Lloyd George and Great Britain, and even to swing reluctant France into line. The most significant action, after the adoption of the League of Nations, was the internationalization of the German colonies, an essentially Wilsonian principle, and the adoption of which was due largely to his personal persuasion and influence.

Try the Ex-Kaiser

It would be mockery of justice if the individuals who plunged Europe into war should go scot-free. At the time it adopted the League of Nations principle, the Peace Conference took up this question and named a commission to fix the responsibility of the authors of the war, the breaches of the laws and customs of war, the degree of responsibility for these offenses attaching to individuals, and the constitution and procedure of a tribunal appropriate to the trial of these offenses. The archcriminal is the ex-Kaiser of Germany. Many of his political advisers and military leaders have a large share of guilt resting upon their shoulders, but William Hohenzollern, accustomed to say in the heyday of his power that he was responsible for his rule only to the Deity, must be brought before a tribunal of the nations to answer for his crimes against humanity. The dispatches say that Hindenburg is endeavoring to bring about a return of the former Emperor after the meeting of the National Assembly, and it is said that the former Emperor has written Premier Ebert that he would accept whatever residence in Germany was assigned to him. Newspaper expressions throughout Germany on the occasion of the recent birthday anniversary of the ex-Kaiser indicate a considerable body of feeling among the German people that he has been more sinned against than sinning. As long as the ex-Kaiser is at liberty he is in some measure a menace, for should a crisis develop in Germany that would make his exploitation possible by the Pan-Germans and reactionaries, it would be immediately seized upon. The ex-Kaiser should be brought to trial before a competent tribunal, and disposed of in such away that future generations shall be able to find no fault with the legality of the proceedings or the justice of the sentence imposed.



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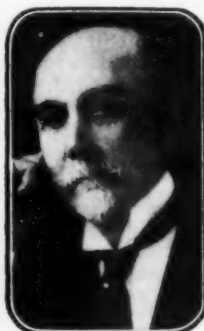
E. LANSING RAY

An able journalist who was recently lectured president, editor and general manager of the St. Louis *Globe-Democrat*, for many years one of the most largely circulated and most influential newspapers in its section.



MAURICE SWITZER

Of New York, lately made vice president of the Kelly-Springfield Tire Company. For years he was the company's advertising manager. He has achieved wide reputation as a brilliant writer, as well as business man.



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Chairman of the Chase National Bank's advisory board, and an eminent financier, who was chosen by the Federal Reserve Bank of New York's directors as the representative of the district in the Federal Advisory Council.

NOTICE—Subscribers to *LESLIE'S WEEKLY* at the home office, 225 Fifth Avenue, New York, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their weekly and to answers to inquiries on financial questions and, in emergencies, to answer by telegraph. Preferred subscribers must remit \$5 directly to the office of *LESLIE'S* in New York, and not through any subscription agency. No charge is made for answering questions, and all communications are treated confidentially. A three-cent postage stamp should always be inclosed. All inquiries should be addressed to "Jasper, Financial Editor, *LESLIE'S WEEKLY*, 225 Fifth Avenue, New York. Anonymous communications will not be answered.

NOTHING moves without a cause. The cause may be near or remote. A fire may wipe out a splendid estate in a night. That is a near cause. The moon's influence on the tide may help float a grounded ship. That is a remote cause. Successful dealers in Wall Street deal with causes near and remote. It is much easier to study the former than the latter. We can see the fire that burns the house, but we can only estimate the influence of the moon upon the tide. That is an unseen, but none the less potential, force.

Forces seen and unseen are at work to reconstruct our industries, our finances, and even the Government itself out of the wreck of the world's most terrible war. I am glad to find an optimistic note in the circular of the Mechanics and Metals National Bank of New York. It finds that business readjustment is going on more rapidly than had been expected; that wages and prices will have only a gradual decline, and that the inclination toward Bolshevism will be counteracted and the release of business from Government control shortly be forthcoming.

I hope all this is true. In my experience of over a quarter of a century in conducting this department I have noticed that in every time of stress there are those of a pessimistic stripe who are perpetually predicting that the worst is yet to come, and those of the optimistic kind who are always believing that the worst has been passed. I have always found that the optimist is the winner in the end.

We are facing the problem of reconstruction, and the American knit goods and hosiery industries have set the Government a good example. They have shown it how to do the trick. They recently made a working agreement with the big drygoods jobbing interests by which the post-war uncertainty as to the immediate future course of prices of their goods is well nigh removed. Nearly 600 manufacturers, selling agents and jobbers from every part of the United States met in New York and agreed among the selves to stabilize the

underwear and hosiery markets so that jobbers might place their orders without fear that prices would sag.

It takes business men to do the job as the Government found out rather tardily after we were in the war. But it has learned its lesson. I find confirmation of this in the selection of Thomas W. Lamont, of J. P. Morgan & Company, and Mr. Albert Strauss, another well-known banker, as the financial advisers of the American Peace Commissioners in Paris. Not long ago the mere suggestion that a partner of Morgan & Co. should be selected by a Democratic administration to represent it abroad would have created a chorus of protests from the muckraker and the yellow journalist.

I am sorry to say that the muckraking still goes on, especially by the Federal Trade Commission, though it was appointed for an entirely different purpose. The packers' investigation carried on by this commission, without allowing the packers to be represented, and with the notoriety- and office-seeking Heney of San Francisco as inquisitor at \$50,000 a year, has done great harm to an industry that did a noble part in helping to win the war. Some day the story of what the packers did to meet the pressing needs of the Government in feeding our soldiers and sailors will be truthfully told and no American citizen will be ashamed of it.

The 25,000 stockholders of Swift & Co. have every reason to resent Mr. Heney's attitude. In the judgment of the *Pittsburgh Leader*, "Making charges against newspapers, the Food Administration, patriotic men who gave their time to serve the Government and even the President, gives Heney the appearance of a pro-German which he should get rid of at once—if he can."

The conduct of the Federal Trade Commission in the packer's investigation has simply been despicable. It is admitted that it was wholly one-sided and that when witnesses were called to give damaging testimony against the packers,

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on the opposite page, you will find a descriptive list of valuable booklets and circulars of information which will be of great value in arranging your investments to produce maximum yield with safety. A number of them are prepared especially for the smaller investor and the "beginner in investing."

the counsel of the latter was not permitted to present his side. When this astonishing fact was brought out before the House Interstate Commerce Committee, one of its members, Representative Sanders, of Louisiana, said that this was the most remarkable thing that he had ever heard of in his life. How would any of the readers of this column like to be called before an accuser without being given an opportunity to answer the accusation?

The railroads, like the packers, have been the target of attack so long that the people have permitted their prejudice to sweep away their judgment. Yet the railroads, next to farming, constitute the largest single industry in the country and are owned by over fifty million people through individuals, fiduciary institutions, benevolent organizations, insurance companies, and so forth. It looks as if these fifty millions were rising in their might at last to demand recognition from the Government of their property rights. The maniac who recently ran through the streets of Philadelphia killing and wounding people by the score in a religious frenzy is not by any means as dangerous to society as is the demagogue who seeks to destroy great property interests, regardless of the ruin he causes to countless numbers.

Uneasiness was occasioned in some circles by the reported interview with Mr. Schwab from abroad which was rather of a pessimistic nature. Mr. Schwab has not always been a reliable prophet. He is a little too emotional and temperamental for that. I would rather lay stress on Judge Gary's sober-minded judgment which is to the effect that the country is not facing a serious unemployment problem and that "we don't need any booming. Business will take care of itself."

Let the Government take its hands off of business; stop its price-fixing; let the wheat and other food markets take care of themselves and the cost of living will come down with a thud and everybody will be happier. Building operations will be resumed, our textile mills and steel factories will be fully occupied, and our oil business, one of the greatest of all our industries and one which, as Lord Curzon recently pointed out, was instrumental in winning the war, will proceed to its greatest development. President Teagle, of the Standard Oil Company of New Jersey, intimates in a recent statement in the *Wall Street Journal* that if there can be adequate transportation provided, there should be an increased export of certain kinds of petroleum products even though there is a falling off of the war demand for fuel oil.

Investors who have their money in the best of the dividend payers among the steel, oil, copper, railway, and industrial stocks have nothing to fear. The outlook is still good. With the gradual readjustment of business affairs to a peace basis and with the floating of the final war loan in April, conditions will be still better.

I am not advising my readers to buy the speculative securities which are the subjects of so much manipulation and which are always hazardous, especially in a market like this, but on every recession in prices the well-established dividend payers are still attractive.

H., SAN ANTONIO, TEX.: The stocks you name—Beth. Steel 8% pfd., Willys-Overland pfd., United Cigar Stores pfd.—are excellent business men's purchases, but are not issues in which to invest trust funds. Only gilt-edged securities should be bought with such money. It would be safer to put the money into the mortgage loans you refer to.

T., HOLYOKE, MASS.: A man who is willing to sell 100 shares of oil stock paying 2 per cent. a month at half price must have very little confidence in the company. The W. P. Williams Oil Corporation's literature shows that it has 45 wells with a capacity of 500 barrels a day, a very moderate production. There is no assurance that future production will be liberal, and the stock seems too speculative.

D., COLUMBIA, TENN.: The booming of American Car & Foundry appears to have given it as big an advance as it is for the present entitled to. Bethlehem B is in the speculative class. U. S. Rubber is a non-dividend payer and has had a sufficient advance to lessen its speculative attractions. C. & O.'s price prospects have not been particularly helped by Government railroad management.

J., ZANESVILLE, O.: Reactions in the market are always possible, but can not always be foreseen. Erie pfd. is too long a pull for the average investor,

as there is no dividend in sight and no particular reason for an advance in price. Wabash pfd. A is in an uncertain position as to dividend. The best of the other stocks in your list is Union Pacific. Pennsylvania, Sears-Roebuck and U. S. Steel common are good business men's purchases, but less desirable than U. P.

H., LA CROSSE, WIS.: Allis-Chalmers common has had a considerable advance and this may have discounted its possibilities for the present. The company's earnings warrant belief that before long arrears on preferred will be cleared off and common be in line for dividends, but the common is still a speculation. If you can take a profit it would be wise to do so. The outlook for Aetna Explosives is not brilliant, but the stock seems to have possibilities and should not be sacrificed.

B., BRIDGEPORT, CONN.: As St. Paul pfd. is non-cumulative the directors are not likely to make up the dividend passed in 1918. Nobody can foresee the action of the directors in the matter of the next dividend. A leading authority says that Adams Express was severely hurt by the transportation breakdown last winter and has only lately recovered from the setback. The company's financial condition is improving, but whether sufficiently to warrant hope of a dividend soon is doubtful. Adams is now in a speculative position. For immediate income and with no greater risk you might exchange for Midvale Steel, Nat'l Enameling, White Motor, Amer. Woolen common, or Westinghouse.

S., FREDERICK, MD.: Reasonably safe stocks in which to invest your client's \$5,000 and which yield 7 per cent. or more on market prices include American Woolen 7 per cent. cum. pfd., American Beet Sugar 6 per cent. non-cum. pfd., National Enam. & Stamping 7 per cent. cum. pfd., Studebaker 7 per cent. pfd., Virginia-Car. Chem. 8 per cent. cum. pfd., U. S. Rubber non-cum. 8 per cent. pfd., and Loose-Wiles Biscuit 7 per cent. cum. pfd. Other desirable issues netting higher than 6 per cent. are Corn Products pfd., U. S. Steel cum. pfd., American Smelting & Refining 7 per cent. cum. pfd., American Sugar Refining cum. 7 per cent. pfd., and American Car & Foundry 7 per cent. non-cum. pfd. New York, Feb. 8, 1918 JASPER

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The present peculiar railroad situation has excited in the minds of many stockholders doubts as to the future of their securities. There are issues which are attractive and safe, and as a guide to their selection Babson's Reports commend themselves to the investor. These reports are published by Babson's Statistical Organization, Wellesley Hills, Mass., and particulars regarding them may be obtained by writing to Dept. K-28 of the organization.

"Securities Suggestions," the semi-monthly published by R. C. Megargel & Co., 27 Pine Street, New York, contains interesting features, including articles on the future of the oil industry and Cities Service bonds. It also presents an attractive diversified investment. This publication with a booklet describing the part payment plan may be had by writing to the firm for "Circular D."

The new edition of Booklet B-4, "Partial Payment Plan," issued by John Muir & Co., the well-known specialists in odd lots, 61 Broadway, New York, shows that this firm has made several changes for the better in the terms of its partial payment plan. Every investor, large or small, who contemplates purchases of securities under this plan should send to Muir & Co. for a copy of the booklet.

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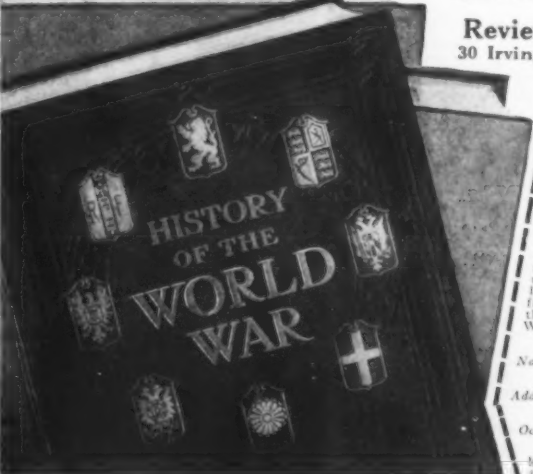
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Watching the Nation's Business

By THOMAS F. LOGAN

LESLIE'S WEEKLY Bureau, Washington, D. C.

Railroad Legislation Deferred

RAILROAD legislation is as unlikely as it would be unwise at this session of Congress. The thought of Congress is not sufficiently matured to justify action. Plans proposed are too varied, ranging from Mr. Bryan's suggested joint State and Federal control through many shades of Government operation, to the plan of Mr. McAdoo for continuance of the present policy for five years. The problem will require much greater investigation before a concrete plan is evolved. Opportunity for such a study is afforded by the President's late return from Europe sometime in February after which he will have no opportunity to press legislation through Congress. In the meantime one important fact has been made indubitably clear: there must be no immediate turning back of the roads to their owners without a matured policy for the future. The roads have been burdened with \$500,000,000 of wage increases by the Railroad Administration. The prediction is made that despite rate increases ordered by Mr. McAdoo there will be a deficit of \$250,000,000 this year. It is unthinkable that the Government would willingly wreck these transportation properties by attempting to saddle this burden upon the stockholders.

Spending Money to Get Rich

President Wilson's urging that the development of public works of every sort be promptly resumed as a means of providing employment for the floating residuum of labor has not registered noticeably in Congress. The President realized the necessary cessation of new rivers and harbors projects and public buildings enterprises during the war. He felt that with the war over the Government could not only meet the just demands of the various localities by renewing public works of this sort, but also that a double result would be obtained in keeping men at work and keeping money in circulation. It was an idea that already had been suggested in Congress as a stimulant for the reconstruction period. The principle that the nation can get rich by spending money did not guide the Rivers and Harbors Committee of the House, which has just reported out a new appropriation bill. The total of appropriations is \$26,000,000, of which only \$8,000,000 is devoted to new enterprises. A public buildings bill is to be expected, although it probably will be characterized by totals which, like those of the rivers and harbors bill, are puny in comparison with the war appropriations. If the President's somewhat radical doctrine is caught up, we may look for a joyous outburst among our Congressmen. Good roads will come to the front again—and many of them are sadly in need of repair.

A Gold Clearance Fund

Seven American republics have accepted a treaty for the establishment of an International Gold Clearance Fund in the Western Hemisphere. The object of this treaty is not only to assure the safety of deposited gold and to avoid the necessity of its shipment if transportation difficulties exist; it is also to facilitate and stabilize exchange through the adoption of an international unit of account. For this important enterprise the western nations are indebted to the International High Commission, created as a result of the Pan-American Financial Conference, called by Secretary McAdoo upon the outbreak of the war in 1914. The treaty was drafted by this Commission and with the cooperation of our State Department was submitted to the Pan-American Republics under promising cir-

cumstances. The principle is one now under discussion for world-wide application. At Paris it has many protagonists. Such an authority as Professor John Bassett Moore, of Columbia University, believes that it may prove of incalculable value to the future of the world.

Ship Insurance in the War

The Government has gone into at least one field, viewed askance by private capital, and yet made money. The marine section of the Bureau of War Risk Insurance has not only made possible our necessary war commerce with European nations, but has netted the Government a snug little profit of more than \$17,000,000. When the war started, shippers, bankers and officials realized that something must be done to encourage shipping, lest there be financial disaster. One of the first war conferences called by the Government recommended that the Treasury Department alone was strong enough to bear the uncertain burden of providing marine insurance during the war. President Wilson after listening to the arguments decided that the matter was one vital to the general welfare, and a recommendation for an adequate appropriation to finance such insurance was issued. From the first, the rates granted on war-zone traffic were lower than would have been considered by any private insurance corporation. Since September 3, 1914, the Treasury issued 27,000 policies on hulls and cargoes, together with personnel policies covering 178,000 seamen. The enterprise was soundly managed by some of the best insurance men of the country.

Seamen's Standards Rising

The war compelled the maritime nations to nationalize their merchant crews. This effect upon the British marine was particularly striking. In 1914 England had 100,000 low-paid Orientals under her flag. A great many of these have already been dropped. Now it is reported that England has decided to get rid of the Chinese and nearly all of the Hindu crews, reserving only a few for coastwise Oriental trade. In the shipping contests of the future and in such emergencies as may arise, it is apparently the purpose of the English to have their ships manned by rugged Britishers of tested loyalty. Of course, this means high standards of seamen's wages. A year ago England brought seamen's wages up to the American standards. With England and America operating their ships with their own citizens, neither need waste much thought upon the unwise economies of small competitors.

Foreign Advertising

The American advertising agency is a almost unique institution. In no other country do there exist such efficient and profitable organizations for disseminating advertising on a large scale. As American business prepares for foreign conquests, American advertising agencies are driving hard to prepare the way for their necessary work of acquainting foreign buyers with the merits of American goods. Most of the big agencies have sent men abroad these several months since and are busily engaged in the establishment of machinery for direct appeal to the readers of newspapers in the Far East, Russia, South America and other lands where we expect to transact big business. Advertising has developed considerably in all the larger cities of South America. The newspapers of Rio de Janeiro, Montevideo and Buenos Aires carry much European advertising already, and some from the United States. Thus in the South America field our energetic advertising men will not be without competition.

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Readers' Guide and Study Outline

Edited by DANIEL C. KNOWLTON, Ph.D.

How Corrective Eating Removed My Indigestion In 48 Hours

By ROY W. WALTER

Weekly Suggestion. An interesting problem touched upon in this issue is the way this great nation of ours faced, first, the problem of mobilizing its fighting strength (p. 233), and the way it is now handling the equally important task of demobilization and readjustment (p. 225). An interesting comparison would be to note the effects on your community of the call to the colors and the effects now of the efforts to return to the old peace conditions. Has it been easier to secure an army than it is to get rid of one? Paris continues to be a world center of interest (p. 227). The contrast between the two republics which are working together furnish an interesting topic for discussion. The entry of a new federal republic into the ranks of the nations suggests the contrast which it presents to our own federal republic and its past. This raises the question of its permanency and its future. Does history suggest any interesting parallels?

The Republics of Germany, p. 223. Compare this map of Germany as to boundaries with a map of the German Empire at the outbreak of the war. How do the boundaries differ? Explain these differences. If Germany had won would the boundaries of the new Germany have differed from those of the old empire? Explain. How do the number of states in this new Germany differ from the number in the empire? Which is the largest from the standpoint of population? of area? (Consult a good atlas or an encyclopedia on this point.) Which approximates your own State as to population? area? What boundary lines seem to have been followed in the formation of these new republics? To what extent have any of the older states gained or lost in their formation? Which of these new states is likely to be the most important and why? (In answering this question note carefully the location of the great cities and the differences in industries, etc., which are characteristic of parts of Germany.) This is the third time the number of states in Germany has been considerably reduced. Consult a book like Priest, *Germany Since 1790* (Ginn), or Henderson, *Short History of Germany* (Macmillan), or a good encyclopedia and note the time and circumstances of these earlier changes and their importance in the history of Germany and of Europe. Were they to the advantage of Europe? How about this most recent change? Argue that it will or will not be possible for the Germans to establish and maintain republics similar to those in our own country. Two interesting books to consult on this point are Macy and Gannaway, *Comparative Free Governments* (Macmillan), and Geiser, *Democracy versus Autocracy* (D. C. Heath).

Paris Still Enjoys President Wilson, p. 227. Compare and contrast the two Presidents as to the number of people they represent, the share they have been given in their respective governments and the part each is taking in the peace deliberations. Are there any arrangements peculiar to the French presidency that might to advantage be adopted in this country? Would you advise that the French Government be modified to correspond more closely with our own Government? Explain. What does democracy mean in France as compared with its meaning in this country? Does the French government face any problems which our government does not have? How much

of the world is under the direct influence of France? What are some of France's problems before this conference? What do you regard as the most important from the French point of view? How can President Wilson's presence help in their solution? How do you account for the enthusiasm shown for him by the French people? Point out all the advantages of his presence in France.

Turning Students Into Soldiers, p. 233. How did the student's life and college training differ from what it would have been in peace times? How did it differ, if at all, from the life and training in the cantonments? How large an army would it be possible to build up in this way? What were some of the problems which the colleges had to solve in this connection? How much of this sort of training ought to be retained now that peace has come? What were some of the problems connected with the demobilization of these training corps? Of what advantage, if any, will these experiences of the colleges be to the education of our young men?

The Restlessness of the Veteran, p. 225. How do the life and experiences of these veterans compare with that of a veteran of the Spanish-American War? of the Civil War? Is the problem of their demobilization more serious than on either of these earlier occasions? Explain. Compare conditions as described in revolutionary days with those of today. What lessons, if any, are to be learned from these earlier experiences? How serious is the situation in your own community? How does it compare there with that of other communities with which you are acquainted? What has the community done to solve it? To what extent can each community solve its own problem?

Four Years of Agony in Strasbourg, p. 228. How large and important a city is Strasbourg? Why should it be considered as the "key" to the Alsace-Lorraine problem? Why is its location important? What other cities are to be found in Alsace-Lorraine of any size or consequence? The French have erected statues to their most important cities (including Strasbourg) in the French capital? What other five cities would you select for such an honor? Why? What were some of the bitter experiences of the inhabitants? How would they be likely to compare with other parts of Germany? Would they be better or worse? How would the lot of the people of these two provinces differ if at all from the condition of the rest of Germany? For food conditions in Germany during the earlier years of the war read the interesting narrative of Schreiner, *The Iron Ration* (Harper). Recent bulletins of the Bureau of Labor Statistics contain some interesting data on the food problem during the closing years of the war. These are taken from the German papers and official sources.

The Beginning of the Offensive that Whipped the Hun, p. 230. Look up the location of Ploisy on a large scale map of France. What had happened just before the events pictured here? How did this fighting differ from that earlier? Just what part would each of these forces play in the offensive? Describe the advance as pictured here. Where do the German lines appear to be? How far away? What "colonial" infantry did France possess?

FOR about a year I had suffered agonies. No matter what I ate I was almost constantly affected with indigestion of the worst type. I went to business every day and went through the motions of doing a day's work but my mind was more on my stomach than on what I was doing, and about one day a week I had to give up and go home. Sometimes in the morning when I'd go in to the bath-room to shave I'd become so faint from the gnawing at my stomach that I'd have to go back to bed and rest before going on. One time I went to Chicago and I was so sick I had to sit up in the smoking compartment all night. Naturally I got thin and weak. I tried everything—medicines, diets, exercising—all without avail. I was growing desperate. At thirty years of age I was an old man. Business, instead of a pleasure, became a terrible tax. Finally one noon at the Hotel Vanderbilt in New York I was asked to join a party of men I knew at one of the tables. Among them was Eugene Christian, who was introduced to me as the great food specialist. I ordered my usual simple lunch and we got to talking about various things. Finally the subject of food and its relation to health came up and I mentioned my troubles to Mr. Christian. He looked at the lunch I had before me and smiled. "It's easy to see why you are sick," he said. "That combination of foods you have before you, while it undoubtedly seems simple enough to you, if hermetically sealed in a glass retort would explode and blow it to bits. No wonder you have indigestion." And there I was eating what seemed to me the most digestible combination I knew of. "There is nothing wrong with any of these foods individually," continued the doctor. "Each is a good nourishing food. The trouble is that they do not react well together. Unfortunately we do not digest each kind of food separately. Instead everything we eat at the same meal is digested together. You could not help having an acid reaction from that combination—and stomach acidity and fermentation are at the root of nearly all the ailments of mankind." I was so interested in what Eugene Christian had said that the next day I called at his office and asked him to tell me what to eat in order to get on my feet again. This he did, suggesting many of the same foods I had been eating but in different combinations and proportions. I immediately followed his advice starting at noon of the day I saw him. That very afternoon I felt better than I had for a long time. That night I slept as I hadn't slept for months and by the second day following—just 48 hours after I first followed the great food specialist's advice. I felt like a new man—my indigestion had completely vanished. And the wonderful part of it is that to this day it has never returned. All I do is to eat the combinations that were recommended to me—that is all. No medicines of any kind. I had always thought that dieting was a mighty disagreeable thing; meant all sorts of hardships and deprivations, but not so with Christian's Corrective Eating—instead I enjoy my meals more now than I ever have before.

The experience of the author of the above story is typical of that of thousands of sufferers from stomach and intestinal disorders who after trying everything available have at last turned to Eugene Christian and secured relief for the first time. And the beauty of it all is that results come immediately—usually only a matter of hours. The reason for this almost universal success is because Corrective Eating is founded on nature's laws—laws that not one person in a hundred under our present system of living follows. Food is the fuel of the human system. Yet some of the combinations of food we put in our systems are as dangerous as dynamite, soggy wood, and a minimum of coal would be for a furnace and just about as effective. Is it

any wonder that the average life of men today is but thirty-nine years and that diseases of the stomach, liver and kidneys have increased 103% during the past few years? The trouble is that no one has, until recently, given any study to the question of food and its relation to the human body. Instead we all eat blindly, seeming to forget completely that the way foods form chemical reactions in the stomach and give off dangerous toxins which enter the blood and slowly poison our entire system, sapping our vitality and depleting our efficiency in the meantime. And yet just as wrong food selections and combinations will destroy our health and efficiency, so will the right foods create and maintain bodily vigor and mental energy. And by right foods we do not mean freak foods—just good, every-day foods properly combined, foods that you can get in any restaurant or store. In fact, to follow Corrective Eating it isn't even necessary to upset your table.

There have been so many inquiries from all parts of the United States from people seeking the benefit of Eugene Christian's advice that he has written a little course of lessons which tells you exactly what to eat for health, strength and efficiency. This course is published by The Corrective Eating Society of New York.

These lessons, there are 24 of them, contain actual menus for breakfast, luncheon and dinner, curative as well as corrective, covering every condition of health and sickness from infancy to old age and for all occupations, climates and seasons. Reasons are given for every recommendation based upon actual results secured in the author's many years of practice, although technical terms have been avoided. Every point is explained so clearly that there can be no possible misunderstanding. With these lessons at hand it is just as though you were in personal contact with the great food specialist, because every possible point is so thoroughly covered that you can scarcely think of a question that isn't answered. You can start eating the very things that will produce the increased physical and mental energy you are seeking the day you receive the lessons and will find that you secure results from the first meal.

If you would like to examine these 24 Little Lessons in Corrective Eating simply write The Corrective Eating Society, Inc., Dept. 832, 443 Fourth Ave., New York City. It is not necessary to enclose any money with your request. Merely ask them to send the lessons on five days' trial with the understanding that you will either return them within that time or remit \$3.00, the small fee asked. The reason that the Society is willing to send the lessons on free examination without money in advance is because they want to remove every obstacle to putting this knowledge in the hands of the many interested people as soon as possible, knowing full well that a test of some of the menus in the lessons themselves are more convincing than anything that can possibly be said about them. Please clip out and mail the following form instead of writing a letter, as this is a copy of the official blank adopted by the Society and will be honored at once.

Corrective Eating Society, Inc.
Dept. 832, 443 Fourth Ave., New York City

You may send me prepaid a copy of Corrective Eating in 24 Lessons. I will either remit them to you within five days after receipt or send you \$3.

Name.....Address.....
City.....State.....

What People Say:

"Received the lessons three days ago and find they are just what I wanted. I have already benefited from them greatly."

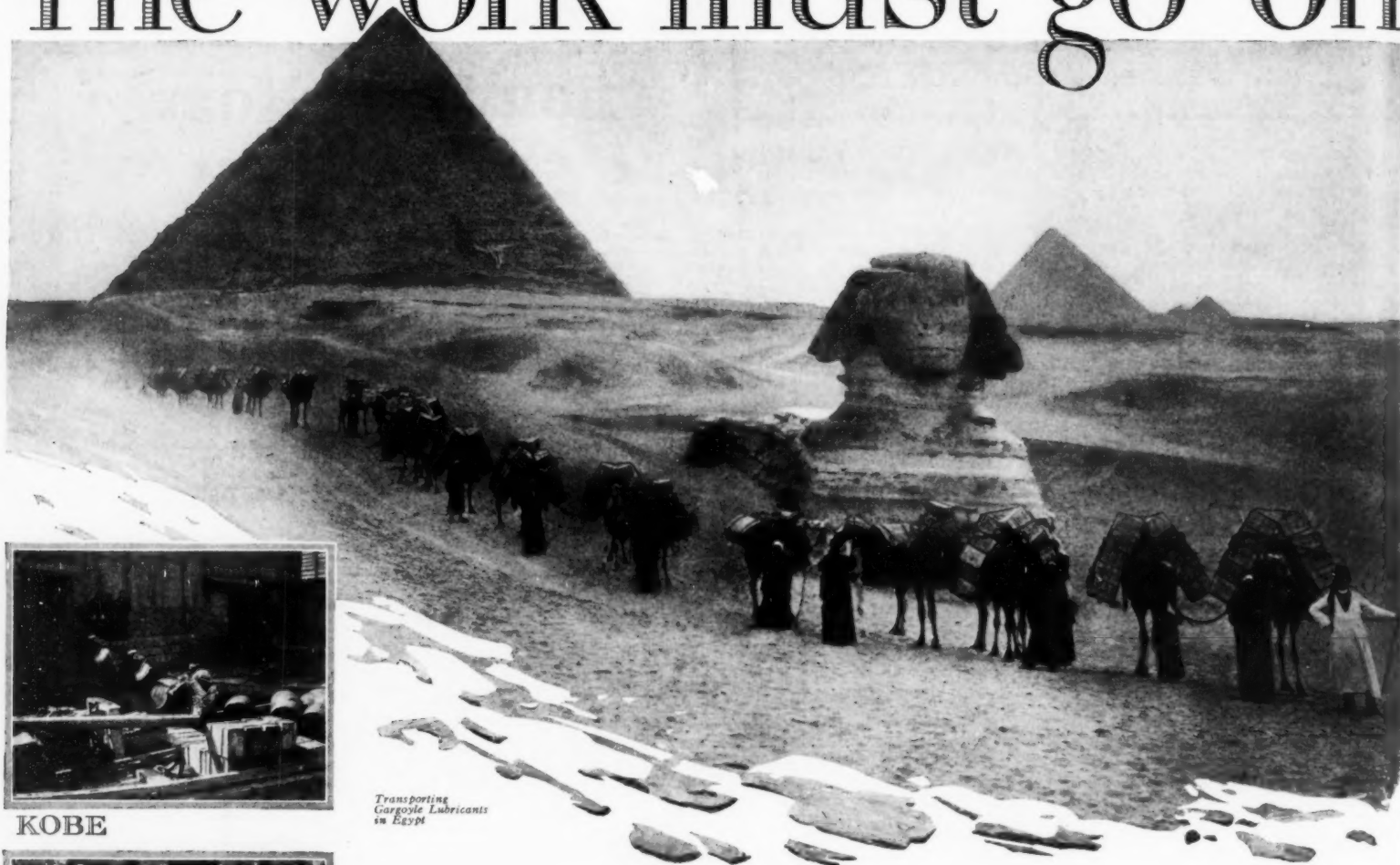
"I wish to say that I deem the 24 Little Lessons a splendid aggregation of ideas on diet and their practical application to disease. Drugs need never enter a home when these Little Lessons abide."

"I have no more trouble with my stomach. I think they are the finest books I ever saw. I have also put my 3 babies on diet. I not only find it cheaper to live by the rules in the books but food is delicious cooked by your method."

"If I had been the possessor of such a set three years ago, I would never have been here in hospital today. Such is my firm belief."

"Your work is the best help yet in all my 20 years' search."

The work must go on



Transporting
Gargoyle Lubricants
in Egypt



KOBE



SHANGHAI



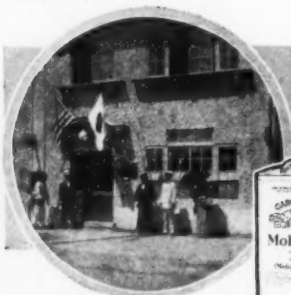
JAVA

THE plows of Egypt are still being pulled by oxen. Able-bodied Hindus are carrying building materials on their backs. Progressive Japan still has jinrickshaws.

But labor grows scarce. Man-work must be diverted to fields where it can best serve. Muscle is fast losing the right to compete blindly with mechanical power.

Egypt is already taking up farm tractors. Motor-trucks must go to India. Japan will replace jinrickshaws with taxicabs.

Wasteful methods are falling by the wayside. The age of machinery will not be denied. The work must go on.



SEOUL



KOBE - JAPAN



CALCUTTA



SOERABAIA



A black and white photograph of a building with 'VACUUM OIL COMPANY' on its facade. Two large, early 20th-century delivery trucks are parked in front of the building's arched entrances.

GARGOYLE



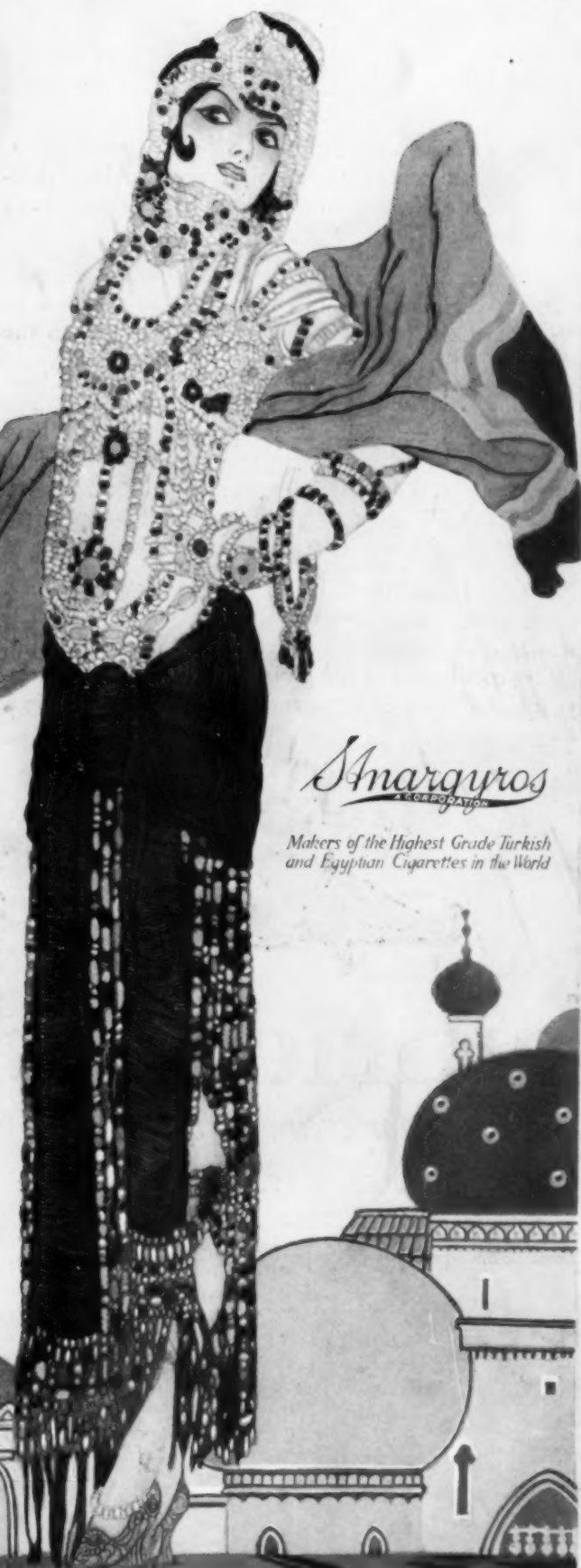
A black and white photograph showing a vintage car, possibly a Ford Model T, parked in front of a building. A sign on the building reads "FACON Mobilots". The car is dark-colored with a light-colored top. The building has a sign that says "FACON Mobilots" and another sign above it that says "FACON". The scene is set in front of a building with a sign that reads "FACON Mobilots".

BOMBAY

GARGOYLE

AUTOMOBILES	1916 Model		1917 Model		1918 Model		1919 Model		1920 Model	
	Number	Weight	Number	Weight	Number	Weight	Number	Weight	Number	Weight
Admiral	A	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A
Allen (8 cy)	A	A	A	A	A	A	A	A	A	A
Allen (10 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (8 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (10 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (12 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (14 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (16 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (18 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (20 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (22 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (24 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (26 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (28 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (30 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (32 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (34 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (36 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (38 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (40 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (42 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (44 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (46 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (48 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (50 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (52 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (54 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (56 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (58 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (60 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (62 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (64 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (66 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (68 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (70 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (72 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (74 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (76 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (78 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (80 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (82 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (84 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (86 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (88 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (90 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (92 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (94 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (96 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (98 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (100 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (102 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (104 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (106 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (108 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (110 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (112 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (114 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (116 cy)	A	A	A	A	A	A	A	A	A	A
Alpen (118 cy)	A	A	A							

JUDGE FOR
YOURSELF
-COMPARE
MURAD
WITH ANY
30 CENT
CIGARETTE



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and Egyptian Cigarettes in the World